Board of Trade Journal

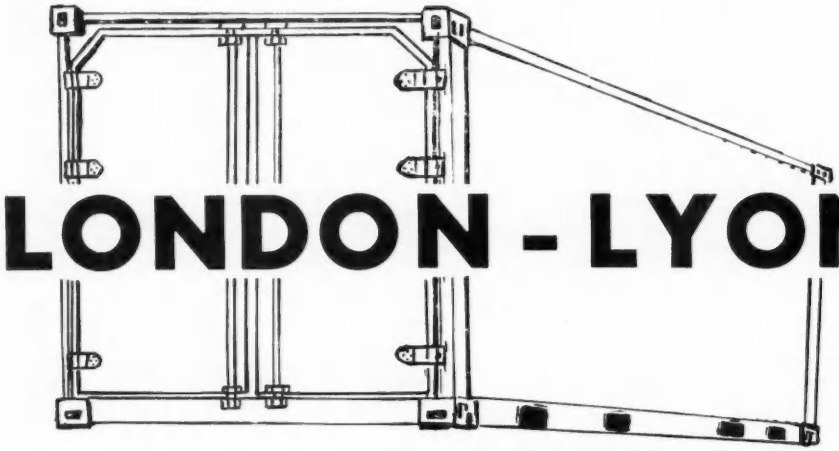
THE UNIVERSITY OF MICHIGAN
NOV 30 1968
TECHNICAL READING ROOM

Volume 193, No. 3682 Published by Her Majesty's Stationery Office 13 October 1967

1s. 6d. net

GENTRANSCO ARE STILL REDUCING COSTS TO THE CONTINENT!

NOW – A Container [I.S.O.] Groupage Service



LONDON - LYON

REGULARLY EVERY WEEK

The same three day transit time as we gave before – but at much cheaper rates!

- PERSONAL LOADING WITH OWN LABOUR AT GENTRANSCO NO. 5, LONDON INTERNATIONAL FREIGHT TERMINAL.
- RESIDENT CUSTOMS OFFICIALS.
- GENTRANSCO CARTAGE ALWAYS AVAILABLE.
- VERY LOW COST LLOYD'S INSURANCE COVER.
- THROUGH RATES TO ANY DESTINATION IN SOUTHERN FRANCE.
- BY-LOADER TRAFFIC WELCOMED – STRICT NEUTRALITY OBSERVED.

MAY WE QUOTE YOU?

COMMERCIAL DEPT., GENTRANSCO SERVICES LTD., P. O. BOX 166, CENTRAL HOUSE, STRATFORD, LONDON, E.15. Telephone: 01-534 6655. Telex: 22771 & 261623.

IN LYON: **EUROPAFRET SOCIÉTÉ FRANCO-EUROPÉENNE DE TRANSPORTS, BOITE POSTALE 4, LYON-PRESQU'ILE 69, FRANCE.**
Telephone (78) 42.59.57 Telex: EURFRET-LYON 33343

Board of Trade Journal

VOLUME 193, NO. 3682, PAGES 873-952
13 OCTOBER 1967
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

The Prices and Incomes Board 875
Council of Ministers discuss Britain's application for EEC membership 879
Brain Drain Report 879
Mr. Darling speaks on insurance and pensions 879
Consideration of mergers by the Board of Trade 880
Acquisition by Thomson Organisation of three Weekly Herald series 880
Official Receiver appointments 880
ECGD guarantees contract for Poland 881
ECGD backs £3½ million contract for bulk carrier for Norway 881
African government officials receive UK export training . 881
Amendments to the consolidated list of goods subject to strategic embargo 882
Prevention of Fraud (Investments) Act, 1958 882
Application for temporary exemption from import duty . . 882
Application for re-imposition of duty 882
Application for removal of import duty on cerium chloride 882
Application for change in import duty on lemon juice . . 882
Hunt Committee on Intermediate Areas 883
New factory for West Lothian 883
Lotus expands in Northern Ireland 883
Annual report of the Royal Mint 883
Commonwealth Chamber of Commerce discussions in Caribbean and Canada 884

Aviation and Shipping
Port employees meet Ministers. Mr. Stonehouse to visit Canada and the US. British Ship Research Association appointment. Conference on container transport economics. Shipbuilding and Ship Repairing Council notice. Movement of TIR traffic to and from the Republic of Ireland. Exchange control: travel on foreign ships and aircraft. New shipbuilding group to be 'Swan Hunter and Tyne Shipbuilders' 886

New Books 889

Government surplus sales by auction 891

STATISTICS
The economy: selected indicators 893
Industry's capital expenditure in the second quarter of 1967 . 894
Industry's stocks in second quarter of 1967 898
Wholesale Price Index Numbers 902
National Food Survey: household food consumption . . 909
Turnover of the catering trades, laundries and dry cleaners and hairdressers in August 1967 910
Shipping movement at United Kingdom ports 912
Three million overseas visitors to Britain in 1966 . . . 914
Orders in the footwear industry 915
Gold and convertible currency reserves in September . . 915
Business Monitor: Production Series 915
Registration of British and foreign films 915
British construction work overseas 1966-67 916

EXHIBITIONS AND FAIRS
The President at British Week, Toronto 920
First official British Pavilion at the Plovdiv Fair, Bulgaria . 921
Machine tools industry shows at Hanover 921
Large British contingent at Frankfurt Motor Show . . 923
International Construction Equipment Exhibition . . . 923
Successful Joint Venture at IGAFA 924
Fashions in footwear at Dusseldorf 924
British boats and boat fittings in Chicago trade fair . . 925
British designs on show in Canada 925
Mrs. Dunwoody opens British Shopping Week in Strasbourg . 925
Britain's best on display at Montreal shoe and leather fair . 926
Going British in Bergen 926

OVERSEAS TRADE AND EXPORTS
The Dallas Regional Trade Mart 927

TRADE AND FINANCIAL ARRANGEMENTS
Britain and Italy. Italy and Lebanon. Double taxation – Belgium. Hints to businessmen visiting Gibraltar, Turkey and Uganda. Report on overseas markets in the 'Export Service Bulletin'. Export Service Bulletin 930
Information for exporters 932
Export Orders 935

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Revision of Customs By-laws. Decision on tariff classifications 943
Barbados: Customs tariff changes 949
Canada: Application of new code on anti-dumping. 'Made in Canada' ruling 947
Central African Republic: Global quotas 1967/68 . . . 941
Chile: Modifications to permitted import list. Payment terms for imports 951
European Economic Community: Further translations of EEC regulations. Trade in compound animal feedstuffs with a cereal base. Trade in processed products with a cereal base. Common organization of the market for eggs and egg products, pigmeat, poultry and poultry meat, cereals, sugar and products containing sugar and for rice and rice products 937
France: Modifications to French customs tariff 937
Germany, Federal Republic of: Draft law on machinery and mechanical equipment. Admissibility of fertilizer types . 939
Ghana: Import licensing 941
Jamaica: Industrial Incentives Law, 1956. Import licensing arrangements 949
Lebanon: Commercial agents 943
Malawi: Suspension of duties. Customs tariff changes . . 942
Malaysia: Import restrictions 943
Morocco: Import liberalization 940
Nigeria: Requisitioning and other powers 941
Paraguay: Exchange surcharge 951
Portuguese West Africa (Angola): Changes in taxation . . 941
Rhodesia: Tariff notices. Suspension of duties . . . 941
St. Vincent: Importation of certain foodstuffs 949
South Africa, Republic of: Customs tariff changes. Customs tariff application 942
Spain: Duties within quota limits. Suspension of customs duties. Anti-dumping duties. Customs tariff 940
Trinidad and Tobago: Aid to Pioneer Industries Ordinance, 1950 949
United States: Investigation – stainless-steel flatware . . 951
Uruguay: Increase in Customs assessed values 951

INDEX TO STATISTICS 952

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS, etc., see page 951.

Front cover photograph

A British Aircraft Corporation One-Eleven short-haul jet in service with Braniff International of Dallas, Texas. Princess Alexandra, who left for the United States and Canada on October 2 to support special promotion of British goods in these two countries, will be making internal flights in BAC One-Elevens loaned by two American airlines and one private company. Fifty-six BAC One-Eleven short-haul jets are now in service with four United States Airlines and three private business corporations. United States orders for the One-Eleven to date are valued at over $200 million, with spares.

An article on the Dallas Regional Mart, which Princess Alexandra is visiting, appears on page 927.

New I.C.F.C. Export Department for The Smaller British Company

Industrial and Commercial Finance Corporation is further extending the services it provides to the small and medium sized sector of industry by setting up an Export Department.

The Export Department will help all smaller businesses, in particular ICFC's 1,500 existing customers.

The function of the new ICFC Export Department will be to help manufacturers enter the export market or increase their present volume of exports. To this end, ICFC is building up contacts and close knowledge of the many and varied export service companies who can often play a positive and helpful role in establishing the smaller, or inexperienced exporter in world markets.

ICFC's long term financial facilities, together with the specialist facilities provided by the Corporation's associate companies in the field of short and medium-term finance for export credit, added to a wide knowledge of the problems of smaller businesses, means that the ICFC Export Department will be both comprehensive and adaptable and will lead to export performance and faster growth.

ICFC

Enquiries, which will be dealt with in strict confidence, should be addressed to:
Peter Austin, Manager,
Tel: 01-628 4040 ICFC Export Department,
Piercy House, 7, Copthall Avenue, London, E.C.2
or to the Manager of any ICFC Branch office.

The Prices and Incomes Board

by the Rt. Hon. Aubrey Jones, Chairman, National Board for Prices and Incomes

In 1966 the Board of Trade Journal **summarized the work of the National Economic Development Council (February 11), the Ministry of Labour's industrial training boards (March 4), the Prices and Incomes Board (April 8) and the Department of Economic Affairs' regional economic planning machinery (June 17). This article is the first in a series which reviews the progress of these committee networks set up by the Government to operate in various fields of major importance to trade and industry.**

Mr. Aubrey Jones.

WITH UNEMPLOYMENT rising, and many individuals in the United Kingdom facing their hardest winter since 1962-63, it is perhaps necessary at this point in time to re-state the case for a productivity, prices and incomes policy.

For both internal and external reasons the central objective of the policy remains the securing of greater price stability and, therefore, steadier and more orderly economic growth without the periodic bouts of relatively high – and socially and economically wasteful – unemployment to which the United Kingdom has been prone.

The internal reason for seeking greater stability of prices is that inflation makes for injustice as between those who, either through their bargaining power or their own efforts – e.g. workers in productive industry – can adjust their earnings to the higher cost of living, and those 'unorganized' sectors of the community, such as pensioners, who cannot of themselves increase their incomes.

The external reason is that rising prices at home cause the prices of goods for export to increase as well. By the same token imported goods become relatively cheaper and therefore in greater demand. Thus the country's balance of trade with the outside world can be adversely affected. The Government can then be forced to take restrictive financial measures which generate unemployment and slow down the general pace of economic growth.

Since prices are largely determined by wages, it follows that the main cause of an undue increase in prices is the faster rise in wages than in output per man. Therefore an attempt to keep the growth in wages in line with the growth in output per head through a so-called incomes policy is designed to promote economic growth and full employment rather than, as some would argue from the short-term standpoint of their immediate wage packet, to prevent it.

It has been the objective of the National Board for Prices and Incomes to contribute to price stability and orderly economic growth since it was set up by the Government in April, 1965, to undertake detailed examination of specific movements in prices and incomes against criteria agreed between Government, industry and unions. From the outset it appreciated the complex and long-term nature of its task.

In an introduction to its first report the Board saw two possible causes of rising prices: the level of demand in the economy, and the existence of old habits, inherited attitudes and institutional arrangements. In conceiving its duty to be to treat the latter of the two causes – and the Government's job to deal with the former – the Board emphasized that its work would be more difficult if the Government failed in its task, and vice versa.

The Board added:

'We recognize that we have been entrusted with a highly difficult and delicate mission. Experience has shown that attitudes are not changed by a use of fiscal and monetary weapons at the disposal of Government. Nor are they susceptible to legislation – habits are not changed by law. We see ourselves as promoting change by conducting a continuing dialogue with managements, unions and indeed Government.'

This dialogue is not merely continuing but is also being extended, particularly with Government, as the Board embarks on its third year's work. The significance of this development should not be underestimated after a year of economic crisis.

The sterling crisis of July 1966 led to the Government's imposing a standstill on all wage, price and dividend increases, subject to some very limited exceptions which were slightly widened during the period of severe restraint – as the second half of this restrictive phase of policy was called.

These measures produced operational rules for the Board which were no longer the result of tripartite agreement between Government, industry and unions. Yet the 1964 consensus was one of the novel, and most hopeful, features of the policy which gave birth to the Board.

Previous attempts by successive post-war Governments to grapple with the recurring problem of inflation had been short-lived primarily because the policies had been imposed on largely unwilling industrial and labour organizations. The policy launched in 1964 evolved, however, from extensive discussions between Government, industry and unions.

First came the declaration of general aims and objectives – the Statement of Intent – in December 1964; then an agreement, published as a White Paper in February 1965, on the types of independent machinery – e.g. the Board – which would help to direct the policy; and third, the agreed criteria, published in April 1965, designed to guide movements in prices and incomes.

THE NATIONAL BOARD FOR PRICES AND INCOMES

Rt. Hon. Aubrey Jones (chairman), Minister of Fuel and Power (1955-57 and of Supply (1957-59);

Rt. Hon. H. A. Marquand (deputy chairman), Minister of Pensions (1948-51) and of Health (1951);

*Mr. E. Brough, chairman, Lever Brothers Associates;

*Mr. D. A. C. Dewdney, managing director, Esso Petroleum;

Mr. R. C. Mathias, lately South Wales Regional Secretary, Transport and General Workers' Union;

*Mr. R. G. Middleton, senior partner in the legal firm of Coward Chance & Co.;

*Dr. Joan Mitchell, Reader in Economics, University of Nottingham;

Lord Peddie, former director of the Co-operative Wholesale Society Ltd. and the Co-operative Insurance Society Ltd.;

*Mr. W. B. Reddaway, Director of the Department of Applied Economics, Cambridge;

*Mr. P. E. Trench, former Director of the National Federation of Building Trades Employers;

*Professor H. A. F. Turner, Montague Burton Professor of Industrial Relations at Churchill College, Cambridge;

Mr. R. Turvey, lately Chief Economist to the Electricity Council.

*Part-time member.

(*Continued on next page*)

THE PRICES AND INCOMES BOARD, *continued*

The measures of July 1966 meant that the Board could reach its judgments in the light of the exceptions to the standstill laid down solely by Government. Moreover, the Government could use the powers conferred by Part IV of the Prices and Incomes Act, 1966, to enforce the Board's findings, although it did not find it necessary to do so.

After this interruption and statutory intervention we returned in August to an essentially voluntary system. Once again the Board has to have regard largely to the criteria which were the subject of the original tripartite agreement. There are, of course, differences. For instance, the norm is now nil whereas up to July, 1966, the standard for judging exceptional increases in pay was 3-3½ per cent.

Further, the Government has secured under new legislation powers to delay proposed price or wage increases for up to seven months, subject to a reference to the Board. These powers give the Government a month in which to decide whether to refer a particular case to the NBPI.

If it decides a reference is necessary, the parties are required to hold their proposals in abeyance for three months, or until the Board reports, whichever is earlier. If the Board finds against the proposals the Government may delay them for a further three months. But all powers of control then lapse and there is nothing to prevent the retrospective payment of a wage increase or a manufacturer from attempting to recoup what he has lost during the seven-month standstill by loading his proposed price increase.

Thus the wheel has turned virtually full circle. But the policy has not merely survived the strains of crisis and statutory intervention, nor simply reverted to a largely voluntary basis. There is also some evidence that the stresses of the past 12 months have produced a greater public understanding of the relationship between productivity, prices and incomes.

It is on this foundation of a greater public appreciation of the country's economic problems that a strengthened Board of five full-time and seven part-time members, currently backed by a staff of 190, will seek to build its third year's work.

Before trying to offer some perspective of the problems facing the Board over the next 12 months, it is necessary to outline the Board's own evolution.

The most important change in the Board's status resulted from the Prices and Incomes Act, 1966. Under this legislation the Board ceased to be a Royal Commission and became a Statutory Body. It also acquired powers to call witnesses and require evidence. So far these powers have not been used because, generally speaking, the Board has had the willing co-operation of those concerned in its investigations. It hopes that this co-operation will continue.

Another result of the 1966 Act is that the Government can instruct the Board to keep certain specified prices and incomes questions under continuous review. The first of these 'standing references' – on the pay of university teachers – is expected shortly.

Otherwise, the composition, organization and tasks of the Board remain the same although they are still widely misunderstood. For example, the Board cannot initiate an inquiry into a complaint received from a member of the public; the power of reference continues to lie with the Government although the Government has increasingly encouraged the Board to suggest subjects for reference and has often taken up its ideas. The Board is thus forced to pass on the complaints it receives – and it gets up to 150 a week – to the appropriate Government Departments for examination.

There has, however, been an important evolution of the Board's procedures. The early tendency was to see the parties to a reference at an early stage in the proceedings. Now the Board's attention is concentrated first on fact finding, through the collection of written evidence, informal talks with the parties and a whole series of surveys of earnings, costs, prices and efficiency, and secondly on an analysis of the problem in the light of the evidence thrown up. It is only when the nature of the problem has been analysed that the parties to the reference are formally seen.

The Board devotes roughly two-thirds of the time spent on a reference – this currently averages four months – to fact finding and the remainder to evaluation and the drafting, approval by the Board, and publication of a report. It attaches the highest importance to securing the views of *all* the parties directly involved.

The Board has published 42 reports

1. Road Haulage Rates (Interim) . . . . . Cmnd. 2695
2. Wages, Costs and Prices in the Printing Industry . . . . . Cmnd. 2750
3. Prices of Bread and Flour . . . . . Cmnd. 2760
4. Prices of Household and Toilet Soaps, Soap Powders and Soap Flakes, and Soapless Detergents . . . . . Cmnd. 2791
5. Remuneration of Administrative and Clerical Staff in the Electricity Supply Industry . . . . . Cmnd. 2801
6. Salaries of Midland Bank Staff . . . . . Cmnd. 2839
7. Electricity and Gas Tariffs . . . . . Cmnd. 2862
8. Pay and Conditions of Service of British Railways Staff . . . . Cmnd. 2873
9. Wages in the Bakery Industry (Interim) . . . . . Cmnd. 2878
10. Armed Forces Pay . . . . . Cmnd. 2881
11. Pay of the Higher Civil Service . . . . . Cmnd. 2882
12. Coal Prices . . . . . Cmnd. 2919
13. Costs, Prices and Profits in the Brewing Industry . . . . . Cmnd. 2965
14. Road Haulage Charges (Final Report) . . . . . Cmnd. 2968
15. Scottish Teachers' Salaries . . . . . Cmnd. 3005
16. Pay and Conditions of Busmen . . . . . Cmnd. 3012
17. Wages in the Bakery Industry (Final Report) . . . . . Cmnd. 3019
18. Pay of Industrial Civil Servants . . . . . Cmnd. 3034
19. General Report, April 1965 to July 1966. . . . . Cmnd. 3087
20. Laundry and Dry Cleaning Charges . . . . . Cmnd. 3093
21. Coal Distribution Costs . . . . . Cmnd. 3094
22. Rate of Interest on Building Society Mortgages . . . . . Cmnd. 3136
23. Productivity and Pay During the Period of Severe Restraint . . . Cmnd. 3167
24. Wages and Conditions in the Electrical Contracting Industry . . . Cmnd. 3172
25. Pay of Workers in Agriculture in England and Wales . . . . Cmnd. 3199
26. Prices of Standard Newsprint . . . . . Cmnd. 3210
27. Pay of Workers in the Retail Drapery, Outfitting and Footwear Trades (Statistical Supplement) . . . . . Cmnd. 3224 Cmnd. 3224-I
28. Prices of Compound Fertilizers . . . . . Cmnd. 3228
29. The Pay and Conditions of Manual Workers in Local Authorities, the National Health Service, Gas and Water Supply (Statistical Supplement) . . . . . Cmnd. 3230 Cmnd. 3230-I
30. Pay and Conditions of Limbfitters employed by J. E. Hangar and Co. Cmnd. 3245
31. Distribution costs of Fresh Fruit and Vegetables . . . . Cmnd. 3265
32. Fire Service Pay . . . . . Cmnd. 3287
33. The Remuneration of Milk Distributors (Interim) . . . . Cmnd. 3294
34. Bank Charges . . . . . Cmnd. 3292
35. Pay and Conditions of Merchant Navy Officers . . . . Cmnd. 3302
36. Productivity Agreements . . . . . Cmnd. 3311
37. Costs and Charges in the Motor Repairing and Servicing Industry . Cmnd. 3368
38. Portland Cement Prices . . . . . Cmnd. 3381
39. Costs and Prices of Aluminium Semi-Manufactures . . . . Cmnd. 3378
40. Second General Report, July 1966 to August 1967 . . . . Cmnd. 3394
41. Salaries of Staff employed by the General Accident Fire and Life Assurance Corporation Limited . . . . . Cmnd. 3398
42. Pay of Electricity Supply Workers . . . . . Cmnd. 3405

Much of the work on any one reference is done by the Board's staff working party which is made up of administrators, economists, industrial relations advisers and accountants, according to the needs of the inquiry. But there are occasions when the Board is obliged to employ management consultants or outside specialists. There are three main reasons for this.

First, it would be grossly uneconomic to maintain an expert staff sufficient to meet every conceivable demand. Second, a fluctuating workload inevitably produces sharp peaks of activity which makes outside help necessary if the Board is to cope, even in those fields where the Board's own staff is qualified. Finally, there is much to be gained from co-operation between the Board's staff and outside help.

The Board is, however, aware that some industries have misgivings about the use of outside help because of the confidential nature of its inquiries. The Board's experience suggests that these fears are groundless. Consultants are not merely bound by their own code of ethics but also by the Official Secrets Act. The Board also refuses to disclose the names of the consultants it employs or the terms of reference on which they are engaged. Moreover, consultants take no part in policy discussions within the Board or in the drafting of a report; their job is to establish the facts and not to put interpretations upon them.

It is, however, the Board's intention for the future to use its own staff wherever possible. It has established, and is expanding, its own inquiry team. This would have been a necessary development, regardless of the misgivings which the employment of consultants have aroused, because of the dearth of useful statistics.

The whole operation of the productivity, prices and incomes

policy would be greatly facilitated if certain gaps in official statistics were filled. To this end the Board has already made two suggestions to the Government.

First, it considers that the Central Statistical Office should be required urgently to identify the movements in productivity in different industries. This would help the Government to identify those industries where, because of improvements in productivity, there is a *prima facie* case for price reductions. If there is to be price stability, then, granted some price increases are inevitable, some prices will have to come down.

Second, the Board feels that the Ministry of Labour, which is empowered by the Statistics of Trade Act to collect from traders the prices charged for individual products, should give an indication of price levels in different regions of the country and for different social classes as well as actual price movements. This is necessary if objective judgments are to be formed on the levels of prices themselves and on their implications for real wages.

Similarly, the Board would like to see employers' organizations, trade unions and wages councils taking a much more detailed interest in earnings as distinct from basic rates. Earlier this year the Board was able to establish for the first time the true pattern and distribution of earnings in several areas of the economy: agriculture, the retail drapery, outfitting and footwear trades, and the manual sectors of local Government, the National Health Service and gas and water supply. But the collection of statistics relevant to the operation of a prices and incomes policy is not a once-for-all operation; the statistics need to be kept up to date.

So far the Board has produced 42 reports and currently has 22 inquiries in hand. These include two subjects – road haulage charges, costs and wages, and productivity in the bus industry – which it has previously examined. To this extent the Government is already asking the Board to go over old ground and, in effect, to renew the pressure for reform on certain areas of the economy.

REFERENCES UNDER INVESTIGATION

Chief Officers – GLC.
Chief Officers – Local Government.
Remuneration of milk distributors.
Radio and Television rental charges.
Solicitors' fees.
London Weighting in the Civil Service.
Payment by results.
Job evaluation.
Architects' fees.
Engineering manual workers.
Engineering staff workers.
Price of fletton and non-fletton bricks.
Pay of nurses and midwives.
Producivity agreements in the bus industry.
Costs and revenue of National Daily Newspapers.
Furniture, electrical appliances and footwear; distributors' costs and margins.
Costs and wages in the road haulage industry.
Bulk Supply Tariff of the Central Electricity Generating Board.
Proposed fare increases in the London area by the London Transport Board and British Railways Board.
Proposed increases in country wide fares and charges by the British Railways Board.
Post Office Charges.
Gas prices.

It has, however, much new ground to break on the basis of its present workload. Existing references demand an answer to such continuing problems as long-term pay agreements, London weighting, payment by results systems job evaluation schemes and, under several reference headings, the complex question of differentials for skill and responsibility.

During the period of severe restraint the lowest paid qualified for exceptional treatment. But the Board quickly found the concept of low pay, except in those cases where pay is scarcely above the level of National Assistance, extremely difficult to apply. In many cases low pay tends to be a relative rather than an absolute condition. Thus what is really at issue is the question of differentials.

SUMMARY OF CRITERIA

The White Paper 'Prices and Incomes Policy after June 30, 1967' (Cmnd. 3235), published in March 1967, sets out the criteria for prices and incomes decisions during the current phase of the policy.

The continuing aim is to restrain increases in prices and encourage necessary investment. Every effort should be made to absorb increases in costs.

PRICES;

Increases should not take place unless:

(1) output per employee cannot be increased sufficiently to allow wages and salaries to increase at a rate consistent with the criteria for incomes;
(2) there are unavoidable increases in the costs of materials, fuel, services or marketing costs per unit of output;
(3) there are unavoidable increases in capital costs per unit of output; and unless in each of these three cases there are no offsetting reductions either in labour, capital, or non-capital costs per unit of output, or on the return sought on investment; or
(4) after every effort to reduce costs the enterprise is unable to secure the capital required to meet home and overseas demand.

Enterprises will be expected to reduce their prices if:

(1) output is increasing faster than the rate of increase in wages and salaries which is consistent with the criteria for incomes;
(2) costs of materials, fuel or services per unit of output are falling;
(3) capital costs per unit of output are falling, and unless in each of these three cases there are no offsetting and unavoidable increases in other costs per unit of output; or
(4) if profits are based on excessive market power.

INCOMES:

Over the 12 months beginning July 1, 1967, no one is entitled to a minimum increase – i.e. the norm is nil – and every increase has to be justified by the following criteria:

(1) where the employees concerned by accepting, for example, more exacting work or a major change in working practices, make a direct contribution to increasing productivity; even in such cases some of the benefit should accrue to the community as a whole in the form of lower prices;
(2) where it is essential in the national interest to secure a change in the distribution of manpower (or prevent a change which would otherwise take place) and to pay increases would be both necessary and effective for this purpose;
(3) where there is a general recognition that existing wage and salary levels are too low to maintain a reasonable standard of living; and
(4) where there is widespread recognition that the pay of a certain group of workers has fallen seriously out of line with the level of remuneration for similar work and needs to be improved in the national interest.

The Board sees one of the purposes of a prices and incomes policy as being to narrow differentials where they are too wide and to widen them when they are too narrow. There is, for example, a clear case for wider differentials when a projection of manpower needs indicates a future requirement for new skills. But if rational answers are to be given to wages problems there is an obvious need for a plan which gives a projection of the long-term demand for labour.

A plan is just as necessary if rational answers are to be given to prices questions. So far the Board has been mainly concerned on the prices front with the capital needed for existing investment commitments. Yet it is clear that capital requirements should be related to investment programmes dictated by long-term demand.

Nevertheless, prices remain the main weakness in the foundation of the whole policy. Statistically over the 12 months ended in June 1967 the movements in average earnings (2 per cent) and the retail price index (2.8 per cent) were not dissimilar.

Yet the public has clearly formed the impression of a much greater movement in prices than in pay. Since past experience teaches that price increases generate wage claims, the public's exaggerated impression of price movements clearly has important implications for public policy.

These implications have led the Board recently to invite the Government to refer to it the question of the inflationary effects of withholding or allowing price increases in the public sector – an invitation which now seems to have been comprehensively taken up – and the impact of the Selective Employment Tax.

The Board has also argued the case for a quick reference when the Government has decided to introduce a new tax with implications for prices, the purpose of such a reference being to invite the Board to set out the principles and the manner in which the prices should respond to the tax. This would protect those traders who seek to recoup no more through a price increase than is strictly attributable to the tax. Like other suggested references it would also constitute an attempt to illuminate with fact the darkness of supposition and thereby limit the opportunity for exaggerated wage claims based on exaggerated impressions of price increases.

In the immediate future – as in the immediate past, the Board's main preoccupation in the prices field seems likely to be the effect on prices of the decline in demand. In an increasingly concentrated

(*Continued on next page*)

THE PRICES AND INCOMES BOARD, *continued*

and capitalized industrial economy the recession has brought the phenomenon of falling demand and rising prices stemming from higher unit costs.

In this situation the Board's policy has been to mitigate price increases stemming from rising unit costs except where the funds available for future investment would have led to even more sharply rising costs and prices in the long run.

Its general approach to pay continues to be the substitution of the close relationship between the pay within a factory or an industry and that *thought* to be paid elsewhere by a much closer link between pay and performance within that factory or industry.

In seeking to establish this new relationship between pay and output the Board has at the same time tried to ensure that the consumer is considered in the resultant productivity agreement. In its view it is all the more necessary to take the consumer into account when there is a nil norm since a higher standard of living for those who cannot obtain a pay increase under these rules can be achieved only through price reductions.

There is, of course, a wide gap between a nil norm and a genuine productivity agreement which may take a long time to prepare. Thus the Board sees one of its major tasks in the current phase of the policy as being to distinguish between legitimate and illegitimate attempts to fill that gap.

This is a development of the considerable emphasis which the Board has always placed on productivity when examining both prices and incomes questions. The reason for the Board's concern to stimulate productivity is simply that it is likely to be much easier to contain the growth in incomes within the limits of the growth in productivity the faster productivity is rising.

It is also through productivity that the strands and parties to the policy are drawn together. And the fact that these separate though related strands are continually being drawn together in a dialogue launched in April 1965 is a major change in post-war practice in itself.

If it never seemed possible that habits acquired during 25 years of continuous inflation would be changed overnight it always seemed reasonable to hope that public attitudes would not for long remain unaffected by continuous and objective exposures of the nation's economic problems. In the light of the last 2½ years' experience this hope now seems more rather than less reasonable. That, perhaps, is the measure of the Board's early success in its essentially long-term task of persuading the country to adapt its old ideas and institutions to new circumstances.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northen Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. TELEX 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Buildings, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. 21071. TELEX. 44214. Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 7783, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488.
Code: 0232. 34488. TELEX. 74578, Answer Back – GOVNI BELFAST).

Council of Ministers discuss Britain's application for EEC membership

THE COMMISSION'S opinion on the enlargement of the European Economic Communities by the adhesion of Britain, Norway, Eire and Denmark was presented to the Council of Ministers meeting in Luxembourg on October 2 and 3.

Brain Drain Report

A REPORT TO the Minister of Technology on the 'brain drain' of young engineers, technologists and scientists from the United Kingdom to countries overseas, particularly the United States, was published on October 10 (copies from HMSO, price 11s.).

Mr. Darling speaks on insurance and pensions

MR. GEORGE DARLING, Minister of State, Board of Trade, spoke at the dinner of the Life and Pensions Conference organized by the Corporation of Insurance Brokers at Christchurch, Oxford, on October 6. The Minister of State said: 'I think we should lose something of great value in our society if the opportunities for personal saving, for the exercise of thrift, and the proper provision for personal insurance, were to disappear.

'There is, I know, something of a conflict here. On one side the State has a clear duty to provide adequate measures of social welfare, to ensure that everyone has an undoubted claim to a reasonable income in sickness, in unemployment and in old age, and has an assured income whatever the person's and the family's circumstances may be. And to provide for this welfare there must be a comprehensive system of social insurance organized by the State, to which all of us must pay and all have a right to the benefits. No one these days disputes the case for the State system. It is universally accepted. The conflict arises over the level of the State scheme, over how much it should provide, and how much should be left to personal provisions arranged through insurance companies, friendly societies and other institutions.

'It is not an easy conflict to resolve. There is no universal agreement, and never likely to be. Opinions cover the whole range of possibilities from the extreme view on one side that the State scheme should be on a sufficiently generous scale as to make private provision unnecessary, to the other extreme that the State scheme should provide only a bare subsistance standard, below which no one should be allowed to fall. As with most other difficult problems in the field of social policies the right solution lies somewhere in the middle between the extremes. And I think we can best find it, not by examining our present social structure, but by looking ahead to the kind of society we are moulding, not to a distant future, but in the next two decades.

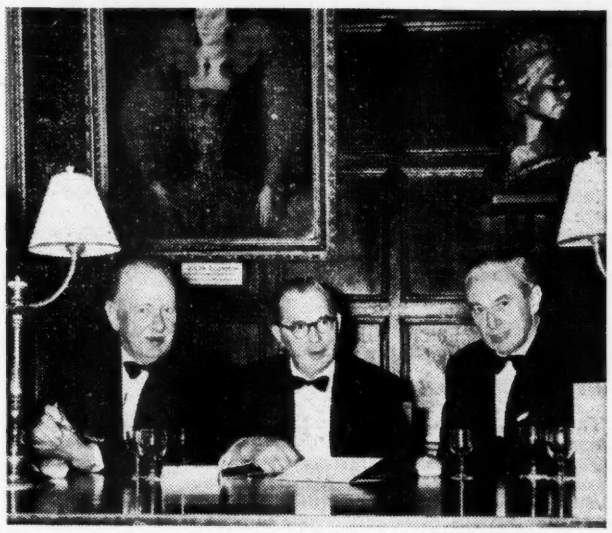
'We are engaged in rapidly reorganizing and modernizing our industrial structure, and our trading methods and industrial practices. If we succeed we shall be able to keep Britain in the lead among the advanced and prosperous nations. We shall be able to raise real incomes and improve the living standards of all our people.

'We would hope that within a matter of years the apparently generous standards we are aiming for today – the relatively high levels of wage-related benefits – will be accepted as an adequate basis for social welfare, but accepted only as a basis. The general run of people will, I am convinced, wish to have something more, and given an accepted adequate State scheme, will wish to make their own provision for better things, particularly for retirement pensions and the protection of life assurance.

'You see, in the past – any sensible attempt to define the limits of State insurance and the proper sphere of private insurance always got wrecked on the fact that we consistently under-rated the extent of family poverty in our nation. There were far too many people who needed a more generous State scheme than the pundits thought necessary, and yet were also unable to pay for adequate private insurance. They seldom got sufficient help neither could they help themselves.

'Private insurance can do little to relieve poverty. On the other hand in a truly prosperous community most people, I am sure, will wish to get more for themselves than the State will itself provide.

'But while I believe this to be true, there must be changes within the realm of private pensions schemes and private insurance, not so much to fit into a greatly improved State system, but to fit into our changing economy.



Mr. George Darling (centre), Minister of State, Board of Trade (centre) at the Corporation of Insurance Brokers dinner at Christchurch, Oxford, last week. On his right is Sir Harold Parker and on his left is Mr. R. Manwaring.

'I will only mention pensions schemes, and briefly say this – the industrial changes that are now rapidly going ahead require a greater mobility of labour, in fact they are causing and enforcing mobility. Much of the unemployment that we are having to tackle to day is technological – caused by mergers, new processes and innovations. It is not only work-people who are having to change jobs – managers and salaried staffs are equally forced to move, and there must be no obstacles to hinder their moving to other – and we hope – more rewarding jobs, neither a lack of houses nor rigid pension schemes. There must be proper arrangements for the transfer of pensions. I know that this is being increasingly recognized.

'The book value of the investment of life assurance offices amounts to more than £10,000 million and £2,000 million of that is in Government securities. And, of course, life and pension funds together are the biggest single source of personal savings. If with your help people can be persuaded to save more and spend less during the next few years you will make a tremendously important contribution to the whole economy. So I wish you every success.'

Industrial Expansion Bill discussed at NEDO meeting

THE PRIME MINISTER, Mr. Harold Wilson, took the chair for the first time at the meeting of the National Economic Development Council on October 9. Also present were Mr. Anthony Crosland, President of the Board of Trade, Mr. James Callaghan, Chancellor of the Exchequer, Mr. Anthony Wedgwood Benn, Minister of Labour, and Mr. Peter Shore, Secretary for Economic Affairs.

The main part of the meeting was concerned with discussions with representatives of the Confederation of British Industry concerning the proposed Industrial Expansion Bill.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act: the Rio Tinto-Zinc Corporation Ltd. and Capper Pass & Son Ltd.; Courtaulds Ltd. and Macanie (London) Ltd.

Acquisition by Thomson Organisation of three Weekly Herald series

THE BOARD OF TRADE announce that they have received an application for their written consent to the proposed merger whereby the *Tottenham & Edmonton Weekly Herald*, the *Wood Green, Southgate & Palmers Green Weekly Herald* and the *Enfield Weekly Herald* would be transferred to the Thomson Organisation.

In the circumstances of this case the Board of Trade are legally precluded from giving the required consent to the transfer of the *Tottenham & Edmonton Weekly Herald* without a report from the Monopolies Commission. Accordingly they have referred the proposed acquisition to the Commission in pursuance of Section 8(3) of the Monopolies and Mergers Act 1965 for investigation and report.

The Board of Trade emphasize that their action in making the reference does not in any way prejudge the question of whether or not the proposed transaction may be expected to operate against the public interest. It is for the Commission to report on this after investigation.

Notes:

Section 8 of the Monopolies and Mergers Act 1965, which gives the Board of Trade certain powers in respect of newspaper mergers, arises from some of the recommendations of the Royal Commission on the Press 1961-62.

The Act provides that the transfer of a newspaper to a newspaper proprietor whose newspapers have an average circulation per day of publication of 500,000 or more copies, shall be unlawful and void unless the transfer is made with the written consent of the Board of Trade.

Save in exceptional circumstances, the consent of the Board of Trade may be given only after an investigation of the proposed transaction by the Monopolies Commission. The circumstances in which the Department have discretion to give consent without an investigation by the Commission are:

(a) that the newspaper concerned is not economic as a going concern and as a separate newspaper *and*: *either*
  (i) that the newsaper is not intended to continue as a separate newsaper; *or*:
  (ii) that if it is so to continue, the case is one of urgency.
(b) that the newsaper concerned has an average circulation per day of publication of not more than 25,000 copies.

The current application for consent is not based on these provisions so the Department have no option but to make the reference. The *Tottenham & Edmonton Weekly Herald* has a circulation per day of publication of about 34,000 copies. The other two papers together have a circulation of about another 11,000. Section 8 does not require the Board to refer the acquisition of the two smaller newsapers to the Commission, but empowers them to do so. Since the purchase is of the whole group, the Board are referring it as a whole to the Commission.

The Commission are required to make their report within the statutory period of three months unless there are special reasons for delay.

This is the second reference to the Monopolies Commission of a newspaper merger since the Monopolies and Mergers Act 1965 came into force in August 1965. The first one, referred on September 30, 1966, was the proposed merger whereby *The Times* and *The Sunday Times* would come under common ownership.

The Board of Trade are enabled by the Act to appoint three to five additional members of the Commission from a panel of persons maintained for the purpose to take part in the investigation of a newspaper merger. Some members of the panel are being approached with a view to their appointment for this purpose.

Official Receiver appointments

MR. ARTHUR THOMAS CHEEK has been appointed Deputy Inspector-General of Companies, Companies Liquidation and Bankruptcy, Board of Trade, and his appointment as Senior Official Receiver in Companies Liquidation has been revoked.

Mr. Christopher Albert Taylor is appointed as Senior Official Receiver Companies Liquidation attached to the High Court, and his appointment as Principal Clerk in Bankruptcy attached to the Office of the Inspector-General in Bankruptcy (London) is revoked.

Mr. Ralph Arthur Donovan Copper has been appointed Principal Clerk in Bankruptcy attached to the Office of the Inspector-General in Bankruptcy (London); and his appointment as Official Receiver for the Bankruptcy District of the County Courts of Northampton, Bedford, Luton and the Bankruptcy District of the County Courts of Cambridge and Peterborough is revoked.

Mr. Ronald Frank Savage is appointed Official Receiver for the Bankruptcy District of the County Courts of Northampton, Bed-

BoT REGIONAL CONTROLLERS AT BBC

Board of Trade regional controllers and members of headquarters staff visited the BBC European and Overseas Services at Bush House in London last month. In discussion with the Director of BBC External Broadcasting, Mr. C. J. Curran, the controllers of the BBC European and Overseas Services and departmental heads, the visitors heard about the coverage given to Britain's industry, science and technology in the BBC's world-wide broadcasts and reviewed in particular methods of improving the flow of industrial information to the BBC. In the picture on the left are seen (from left to right): Mr. J. Monahan, controller of BBC European Services; Mr. J. W. Stoodley, Board of Trade regional controller, London and South Eastern Region; Mr. L. I. Macbeth, Board of Trade regional controller, Bristol; Mr. K. Syrop, head of BBC External Services Productions. The right-hand picture shows (from left to right): Mr. J. H. P. Trower, BBC Board of Governors; Mr. R. Wood, Board of Trade regional controller, Newcastle; Mr. R. W. P. Cockburn, controller administration, External Broadcasting; Mr. E. D. Robertson, assistant controller, BBC Overseas Services.

ford, Luton and the Bankruptcy District of the County Courts of Cambridge and Peterborough; his appointment as an Inspector of Official Receivers attached to the Office of the Inspector-General in Bankruptcy (London) is revoked.

Mr. Alan Stanley Ford has been appointed an Inspector of Official Receivers attached to the Office of the Inspector-General in Bankruptcy (London).

Mr. Geoffrey Brian Gillvray is appointed an Assistant Official Receiver in Bankruptcy attached to the High Court; his appointment as an Assistant Official Receiver for the Bankruptcy District of the County Courts of Bradford, Dewsbury, Halifax and Huddersfield has been revoked.

Upon promotion to Principal Examiner the appointment of Mr. Ernest Gilmour Harper as an Assistant Official Receiver in Bankruptcy attached to the High Court is revoked.

New chairman of London Tourist Board

MR. BEN H. RUSSELL will retire from the chairmanship of the London Tourist Board at the annual general meeting of the board on October 16. He will be succeeded by Mr. E. C. Garner, appointed in joint agreement by the Greater London Council and the British Travel Association.

ECGD guarantees contract for Poland

THE Export Credits Guarantee Department on October 9 signed a Financial Guarantee covering the sale of a butadiene plant to Poland.

The contract, worth £5.25 million, is between Babcock and Wilcox Ltd. and Polimex of Warsaw.

The loan, which is for about £4.46 million, is being made available by Barclays Bank Ltd. and is repayable over a period of 7½ years.

ECGD backs £3½ million contract for bulk carrier for Norway

THE Export Credits Guarantee Department signed a Financial Guarantee on October 2 covering the financing of a 99,800 tons deadweight bulk carrier worth approximately £3.46 million for Dampskibsaktieselskapet Eikland, of Oslo.

The vessel, for which a contract was signed in February 1967, is due for delivery in December 1968 and is being built by Harland & Wolff Ltd., of Belfast. The loan is for about £2.77 million, will be managed by Hambros Bank Ltd. acting on behalf of themselves and the Midland Bank Ltd., and is repayable over a period of 10 years.

Training and development of managers report

'THE TRAINING of managers is of fundamental importance because good management is the key to efficiency in industry.'

This was stated on October 10 by Mr. Ray Gunter, Minister of Labour, in a conference to discuss the report 'An Approach to the Training and Development of Managers' prepared by the Management Training and Development Committee of the Central Training Council. Sir Joseph Hunt, chairman of the Committee, was also present.

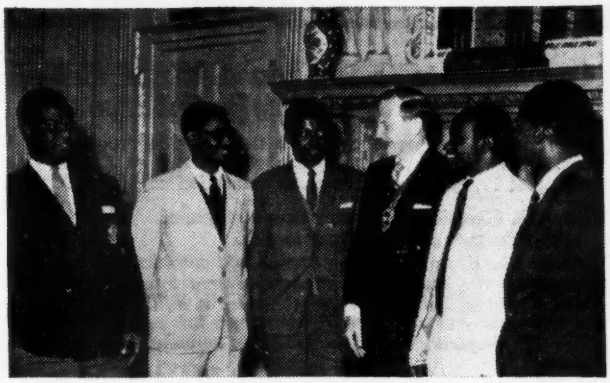
'With the publication of this first report', said Mr. Gunter, 'we have the expert views of the Committee on the development within firms of effective management training and development schemes. The Committee also puts forward its ideas on how the training boards might use their grant schemes to help promote and improve management education, training and development in their industries.'

'An Approach to the Training and Development of Managers' may be obtained from HMSO and usual branches, price 1s. 6d.

EFTA Bulletin for October

AN analysis of EFTA's seventh year and a review of EFTA trade in the first half of 1967 appear in this month's edition of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva. Also included are an interview with the chairman of EFTA's Economic Committee, an examination of the Brewing Industry in EFTA and a further article in the series on advertising media in the EFTA countries.

Copies of the *EFTA Bulletin* are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).



African officials in Britain on a month's study course visiting organizations and firms active in the field of export promotion, were recently received by the Lord Mayor of London at the Mansion House. Pictured here (from the left) are: Mr. I. K. Atiogbe, executive secretary of the Ghana Chamber of Commerce; Mr. A. Tegegne, head of the Foreign Trade Statistics at the Ethiopian Department of Trade; Mr. M. Macatta, marketing officer for agricultural products in the Tanzanian Foreign Trade Department; Sir Robert Bellinger, the Lord Mayor of London; Mr. A. A. Oyedipe, an official of the Nigerian Federal Ministry of Trade; and Mr. L. D. Lekalake, principal in the Ministry of Commerce, Industry and Water Affairs, Botswana.

African government officials receive UK export training

A NUMBER OF officials of African governments recently arrived in the United Kingdom to spend a month with organizations and firms active in the field of export promotion. The visit is part of a course in export promotion training organized by the GATT International Trade Centre, Geneva, and financed by the Dag Hammarskjold Foundation, Stockholm, and follows six weeks of study at the Economic University of St. Gall, Switzerland. On returning to Switzerland the officials will spend two weeks working in the Trade Centre.

Under arrangements made through the Centre's United Kingdom Liaison Officer at the Board of Trade, and through the Board's Training Section, five of the officials were given a comprehensive and instructive educational programme by the London Chamber of Commerce during the first week of their visit. As well as the Lord Mayor of London, the Right Hon. Sir Robert Bellinger, GBE, D.Sc., and the Chamber itself, the following firms and organizations contributed their time and effort towards making the programme a success: Barclays Bank D.C.O., British National Export Council, Killick Martin Ltd., Massey-Ferguson (Export) Ltd. and the Port of London Authority.

The officials, who come from Botswana, Ethiopia, Ghana, Nigeria and Tanzania, are now individually spending the remaining three weeks of their visit working in the export departments of the following firms whose co-operation in this respect is warmly appreciated by the GATT International Trade Centre and by the Board of Trade: Boots Pure Drug Company Ltd., the Glacier Metal Company Ltd., the Leyland Motor Corporation Ltd., Pilkington Brothers Ltd. and Rowntree & Company Ltd.

Thanks are also due to the following firms who offered various facilities which the Board was unable to use on this present occasion: APV Company Ltd., Cadbury Brothers Ltd., the Dunlop Company Ltd., Fisons Ltd., Imperial Chemical Industries Ltd., Mitchell-Cotts Group Ltd., Ranks Hovis McDougall Ltd., Reckitt & Colman (Export) Ltd., Santon Ltd., Simon Engineering Ltd., Spillers Ltd., Unigate Ltd., and The United Africa Company Ltd.

Independently of the arrangements described above, the following firms and organizations also are co-operating with the Centre in connection with a second group of officials currently in the United Kingdom for the same purpose: New Zealand Meat Producers Board, International Packers Ltd., Thos. Borthwick & Sons Ltd., Italian Institute for Foreign Trade (United Kingdom Office).

Amendments to the consolidated list of goods subject to strategic embargo

THE following further amendments should be incorporated in the complete list which was published in the *Board of Trade Journal* on August 19, 1966 and subsequently amended on March 10, 1967:

Group B. Chemical and petroleum equipment

1145 Add the following Note to 1145

Note: The Export Licensing Branch will consider applications for licences for the export of containers covered by sub-item (a), provided they are 2-shell containers having a liquid capacity of 60 *litres or less and not specially designed for use with cryogenic fluids at temperatures below* −328° *Fahrenheit* (−200° *Centigrade).*

Group G. Scientific instruments and apparatus, servomechanisms and photographic equipment

1572 Add the following Note to 1572

Note: 6. *The Export Licensing Branch will consider applications for licences for the export of recording equipment incorporated in systems specially designed to measure and record the speed and direction of water currents, provided the capability of the recorder is limited to the use of one-fourth inch wide tape and to digital recording techniques in serial form with a packing density not exceeding* 800 *bits per inch, and provided that the equipment was designed for and is primarily used in non-strategic applications and that the specific shipments will be used for a special installation which is primarily civilian in character, and is not intended for use with embargoed equipment or materials.*

Group H. Metal, minerals and their manufactures

1658 Delete sub-heading 1658 (b)

(Note: The (a) before 'Metal and molybedenum-based . . ., etc.,' becomes superfluous).

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING changes have taken place during September in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Changes of address

Armore Marden & Partners Limited, 16 Finsbury Circus, London, E.C.2.

Midland Industrial Issues Limited, 6th Floor, King Edward House, New Street, Birmingham 2.

Change of name

The name of Armore Marden (Midlands) Limited has been changed to Birmingham Industrial Securities Limited.

Exempted dealers

Addition

Norman & Bennet Limited, 5 Fenchurch Street, London, E.C.3.

Change of address

Ocean Trust Company, Chesham House, Chesham Place, London, S.W.1.

Applications for temporary exemption from import duty

THE BOARD of Trade are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufactureres who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calender year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representation should be received by October 27, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
48.01 (B) (1)	Soft-sized white wove paper wholly of bleached sulphate cellulose fibre weighing not less than 44·5 grammes and not more than 49·5 grammes per square metre in rolls of a width of not less than 30 inches and not more than 31 inches and having a water absorbency, when tested by the one-minute Cobb method of not less than 45 grammes per square metre.	Soda straw paper	December 31, 1967	9715

Application for re-imposition of duty

THE BOARD of Trade, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.15	Dodecenylsuccinic anhydride, mixed isomers.	5905
29.14	Ethyl chloroformate	13039
29.27	Aluminium acetate, basic	3792
	Adiponitrile	617

Application for the removal of the import duty on cerium chloride

THE BOARD of Trade give notice that they are considering an application for the removal of the import duty on cerium chloride.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street London, S.W.1, not later than October 27, 1967.

Application for change in import duty on lemon juice

ON SEPTEMBER 15 the Board of Trade gave notice (see *Board of Trade Journal*, page 622) that they were considering an application for the removal of import duty on unsweetened lemon juice.

The scope of the application has now been extended to cover the removal of the 15 per cent import duty on all lemon juice under Tariff sub-heading 20.07(A)(2)(a) and the reduction of the 18 per cent on lemon juice under sub-heading 20.07(A)(2)(b) to 3 per cent.

A statement of case will be made available to all interested parties who, in view of the amendment, wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than October 20, 1967.

Hunt Committee on Intermediate Areas—request for submission of evidence

THE Department of Economic Affairs announce that, following their first meeting on October 4, the Hunt Committee, on the problems of the Intermediate Areas, issued the following statement:

'It will be recalled that the Committee was set up with the following terms of reference:

'to examine in relation to the economic welfare of the country as a whole and the needs of the development areas the situation in other areas where the rate of economic growth gives cause (or may give cause) for concern, and to suggest whether revised policies to influence economic growth in such areas are desirable, and, if so, what measures should be adopted.'

'We should now be glad to receive information or representations relevant to our inquiries as soon as possible. We would ask for these to be submitted in the first place in writing (in 25 copies) addressed to the Joint Secretaries (Mr. T. U. Burgner or Mrs. D. E. F. Carter), Department of Economic Affairs, Storey's Gate, London, S.W.1 (telephone Mr. Burgner, 01-839 7848, Ext. 334; Mrs. Carter, 01-222 7877, Ext. 3187).

'It would be convenient if such evidence or representation could be submitted under one or more of the following headings:

(1) The criteria for identification of such intermediate areas.
(2) The case for so designating an individual area or areas.
(3) Factors which make for economic growth with particular reference to intermediate areas.
(4) Factors influencing the mobility of firms.
(5) Possible remedial measures.
(6) Any other factors which bear on the economic growth of intermediate areas.

'It would also be convenient if persons intending to submit such evidence could let the Secretaries know in advance of their intention and when they would expect to be able to submit it.

'We appreciate that some of the evidence which will be submitted will be of a confidential nature, and, provided that this is clearly indicated when the evidence is submitted, we will take this into account when preparing our Report. However, we shall reserve to ourselves a general right (to be exercised as we think fit) to publish any evidence, written or oral, that is laid before us; in the absence of any indication to the contrary we shall assume that those making submissions to us recognize and accept this.

'The Committee will decide whether they wish to invite oral evidence after studying the written evidence submitted. The Committee's meetings will be private.'

Notes:

The setting up of the Hunt Committee and its terms of reference were announced in Parliament by the First Secretary of State and Secretary of State for Economic Affairs on July 6.

The membership of the Committee (which was announced on September 21) is as follows:

Sir Joseph Hunt	(chairman)
Prof. A. J. Brown	(Professor of Economics, Leeds University)
Mr. J. A. Cook	(regional organizer, National Union of Tailors and Garment Workers; member of East Anglia Economic Planning Council)
Sir Sadler Forster	(chairman, Industrial Estates Corporation for England, and member of the Northern Economic Planning Council)
Mr. R. W. Holder	(managing director, Avimo, and member of South West Economic Planning Council)
Mr. M. J. C. Hutton-Wilson	(vice-chairman, Albright and Wilson)
Mr. James Jack	(general secretary, Scottish Trades Union Congress)
Mr. J. R. James	(shortly retiring as chief planner to the Ministry of Housing and Local Government)
Mr. J. King	(general secretary, the National Association of Card, Blowing and Ring-Room Operatives
Prof. Brinley Thomas	(Professor of Economics, Cardiff University)

In addition the following were appointed as assessors:

Mr. J. D. Jones	(Ministry of Transport)
Mr. A. W. Peterson	(Department of Economic Affairs)
Mr. H. J. D. Cole	(Department of Economic Affairs)
Mr. I. V. Pugh	(Ministry of Housing and Local Government)
Mr. P. H. St. John Wilson	(Ministry of Labour)
Mr. W. G. Pottinger	(Scottish Office)
Miss P. K. Piercy	(Ministry of Technology)
Mr. C. J. A. Whitehouse	(Board of Trade)
Mr. J. S. Orme	(Welsh Office)

New factory for West Lothian

A 5,000-SQUARE-FOOT factory to manufacture pallets and storage equipment is to be built at East Mains Industrial Estate, Broxburn, West Lothian. The factory is the result of a joint venture by the MGK Engineering Co. Ltd., of Sutton Coldfield, and Handling Engineering Services North of Edinburgh.

Initially between 10 and 20 semi-skilled welders will be employed. But the companies are confident of fairly rapid expansion, and the factory can be doubled in size to meet anticipated demands.

Lotus expands in Northern Ireland

DOWN SHOES LTD., subsidiary of Lotus, have announced their second factory in Northern Ireland, at Banbridge, Co. Down. This is the firm's fifth expansion in Ulster, bringing employment there to 1,150 and factory area to 108,000 sq. ft. HRH Princess Margaret opened the last extension, in May, to Lotus' original Northern Ireland factory at Banbridge. Lotus now have six factories, two in Northern Ireland.

The new Banbridge plant is a Ministry of Commerce 18,000 sq. ft. advance factory.

Millionth electric cooker

THORN ELECTRICAL INDUSTRIES who took over a factory in a development area at Spennymoor, Co. Durham, in 1951 have since bought the entire Trading Estate and now have a total labour force of 4,000 people. They started production of Tricity electric cookers in 1956 and on October 4 this year the millionth cooker was produced at Spennymoor.

Annual report of the Royal Mint

FOURTEEN HUNDRED million coins were produced last year by the Royal Mint, showing a new record for the third year running. Of these, United Kingdom coins totalled 626 million, 25 per cent more than the previous highest figure reached in 1965; a record 774 million coins were struck for overseas customers; and the 19.6 million total minting of Churchill crowns was over three times greater than the 1953 record of 6 million.

In 1966 the Mint received the Queen's Award to Industry for Export Achievement, coins were struck for 35 Commonwealth and foreign countries during the year. New customers included Venezuela (a large order for 420 million coins), El Salvador, Qatar and Dubai. New coinages were struck for the Bahama Islands, The Gambia, Ghana, Guyana, Kenya, New Zealand, Tonga, Tanzania, Trinidad and Tobago and Uganda. Commemorative crown pieces were minted for Jamaica, Jersey and Malawi; and 10s. pieces for the Irish Republic and Guernsey. Bahrain, Bhutan, Burma, Iceland, Kuwait, Panama, Peru, the Philippines, Vietnam and Zambia were among other countries supplied.

This information is included in the 97th report of the Deputy Master and Comptroller of the Royal Mint, which was published on October 5 (HMSO, price 12s. 6d.).

Commonwealth Chambers of Commerce discussions in Caribbean and Canada

THE FEDERATION of Commonwealth Chambers of Commerce have announced that Sir Gerald Laithwaite, chairman of the United Kingdom Committee, is to head two delegations visiting the Caribbean and Canada.

The discussions in the Caribbean, which have been taking place in Grenada on October 12 and 13, have been with representatives of the Incorporated Commonwealth Chambers of Commerce and Industry of the Caribbean and the team, which represents most of the Commonwealth Caribbean Territories, is being led by Sir Garnet Gordon. The talks are said to be the first of their kind to be held at this level between Caribbean and United Kingdon businessmen and are similar to the talks which the United Kingdom Committee has held in recent years with Canada, Australia, Nigeria and Hong Kong Topics under discussion include: United Kingdom technical assistance; liaison between United Kingdom and Caribbean Committees; opportunities for United Kingdom investors in the Caribbean wth special reference to recent developments towards and integrated economic Caribbean Community; Caribbean trade and economic relations with the United Kingdom; implications on Caribbean Commonwealth of the United Kingdom joining the EEC.

The discussions in Toronto – on October 16 and 17 – will be between teams representing the Canadian and United Kingdom Committees of the Federaton of Commonwealth Chambers of Commerce.

The United Kingdom team will include prominent United Kingdom businessmen and industrialists, a number of whom as members of the BNEC Committee for Canada will also be closely associated with British Week in Toronto. The Canadian team will be led by Mr. Howard T. Mitchell, chairman of the Canadian Chambers of Commerce.

These discussions continue the regular meetings with the Canadians which are held annually in Canada and Britain alternatively. The following subjects will be discussed: economic review and outlook; exchange of ideas and prospects for expanding export trade in the areas of retail trade, manufacturers and primary products; transport, with special reference to developments in containerization; developments in Canada – United Kingdom trade arising from implementation of Kennedy Round results. The effect of future alliances and area groupings on Canada/United Kingdom trade. (a) New developments in Britain's Common Market negotiations, (b) Future United States/Canada links, (c) a North Atlantic Free Trade area.

A thousand Canadian stores in British wool cloth promotion

MORE THAN 1,000 stores across Canada are taking part in a month-long campaign to identify and promote the sale of British wool cloth. The campaign, which includes a competition with a trip to Britain for two as the first prize, is being organized by the National Wool Textile Export Corporation, of Bradford.

The main men's wear stores in Canada's principal cities are taking part, and there will be 86 stores in Toronto co-operating, 43 in Ottawa, 40 in Montreal and 29 in Vancouver.

The campaign coincides with British Week in Toronto, which commenced on October 12. During the Week, the British Woollens exhibit is being housed in the Queen Elizabeth building, and nearly 400 different cloths from 60 British manufacturers are on display in the 1,700 sq. ft. stand. The main aim of the exhibit is to show Canadian shoppers the tremendous variety of cloth made by the British wool textile industry. Garments made by Canadian manufacturers from British wool cloth will also be shown and linked with other displays in stores throughout Toronto.

Mission to Sweden

ON OCTOBER 22 16 company directors of British engineering firms will leave London airport on a trade mission to Sweden, known as ENGTRADE 3. This mission is organized by the Engineering Industries Association.

The mission will be led by Mr. F. H. Toft, vice-chairman of the Association's National Export Committee and sales director of Denford Machine Tools (Brighouse) Ltd., Yorkshire. Mr. Toft has had previous experience of trade missions as he was a member of the first EIA mission ENGTRADE 1 to North America in 1966.

The 16 directors represent a wide section of the British engineering industry which includes solenoid switches and contactors; machine tools and components; valves for steam, air/gases, water/liquids and oil; precision tools, cutters, jigs, gauges: friction saws; electronic and automated industries; pumps, compressors, exhausters, blowers for the tanker industry; power and hand cutting blades, tube manipulation; measuring instruments; drop and upset steel forgings; machined and fabricated steel assemblies and ultrasonic cleaning equipment.

The mission will be in Sweden seven days and will stay at the Carlton Hotel, Stockholm. Individual members will visit other industrial centres such as Gothenburg and Malmo. The mission returns to the United Kingdom on October 29.

College of Management conferences

'TOP MANAGERS AND THE COMPUTER' is the title of a forthcoming conference organized by the College of Management to be held at the Park Lane Hotel, Piccadilly, on October 26. The aim of the conference is to provide for top managers – directors and senior managers – an appreciation of the use of computers. It sets out to explain the potential benefits, the situations where computers should be used and some of the dangers to be avoided. The information will be presented in a non-technical way and no previous experience is required on the part of the participants.

A further conference entitled 'What about Europe – In, Out, Waiting' will be held at the Europa Hotel, Grosvenor Square, on November 6. It will be the first of a series of conferences arranged to provide a high-level discussion of specific aspects of what is called 'the British-European dilemma', and will deal with 'Tariffs and Company Export Policies'.

The fee for both conferences is 17 guineas, and further information may be obtained from the Administrative Secretary, The College of Management (London Office), 35 Great Peter Street, London, W.1.

European hand tool makers' meeting in Stratford

LEADING HAND TOOL manufacturers from France, Germany, Austria, Sweden, Italy and Spain met their British counterparts in Stratford at the annual conference of the European Tool Committee on October 2 and 3. They were guests of the Sheffield-based Federation of British Hand Tool Manufacturers.

Michigan State machine tool trade mission

A TRADE MISSION from the State of Michigan composed of representatives from the machine tool industry visited London from October 3-9, the last stop in a European programme which took them to Hanover, Stockholm, Helsinki and Barcelona.

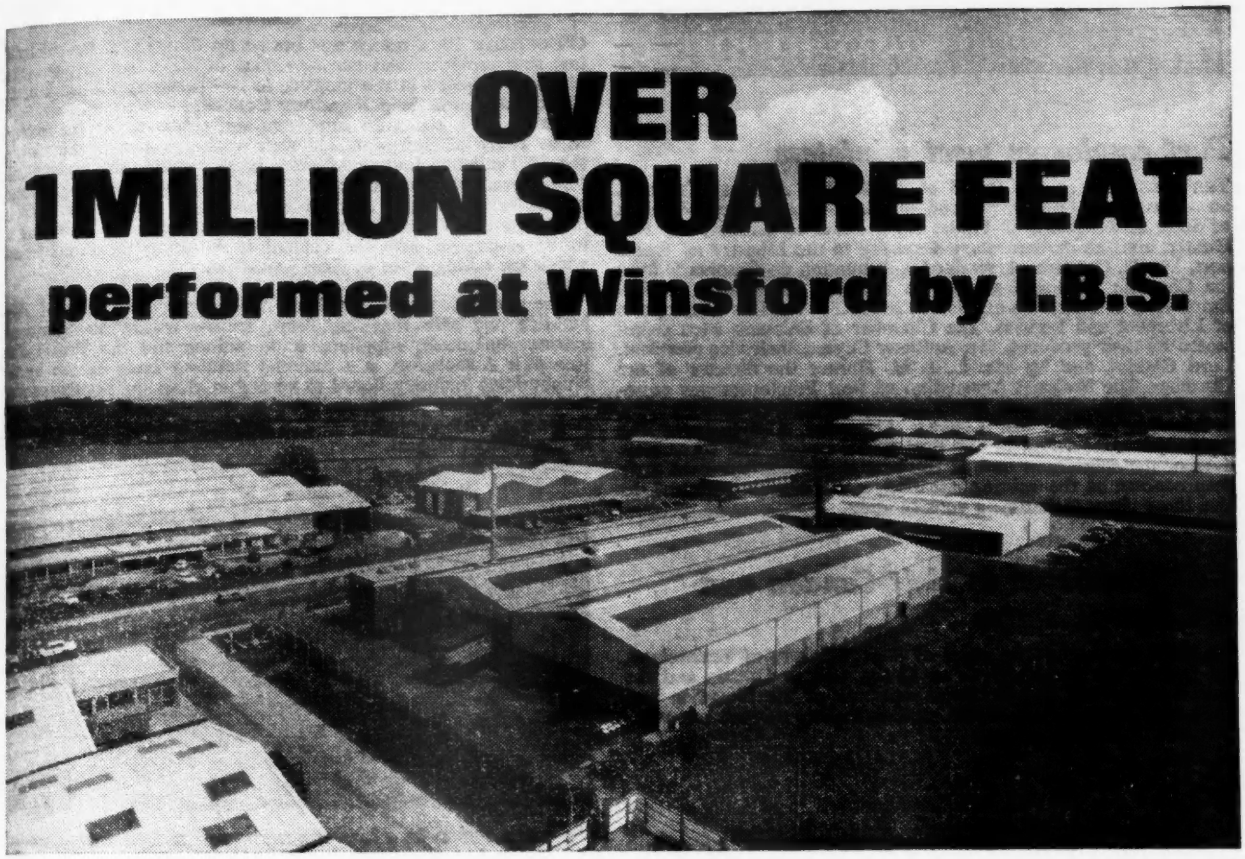
The mission members have been seeking possibilities in the United Kingdom for sales, agencies and distributorships, as well as licensing and joint venture arrangements for a variety of products in the machine tool field such as specialized dies and multi-slide tooling; high-speed drills and reamers; cutting blades and carbide boring tools.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2

OVER 1 MILLION SQUARE FEAT performed at Winsford by I.B.S.



Since 1961, I.B.S. have been entrusted by the Winsford Urban District Council (Development Director Mr. N. F. E. Browning, D.P.A. (Lond.), F.C.C.S., F.R.V.A.) with building projects on the Winsford Industrial Estate for 30 companies, involving on this site alone a total floor area of more than 1 million square feet. The work has been very varied, ranging from complete factory units to suit both heavy and light industries to individual office blocks and canteens.

If you are considering a new factory, an office block or an extension, it's well worth remembering that I.B.S. can accept wider responsibilities even than those for the Winsford Development. As well as handling the actual construction they will take complete responsibility for the planning, design and control of the whole project—even finding the best site, negotiations with local authorities and arranging finance for the project, if necessary. The resources and skill of I.B.S. are at your disposal now; don't forget you need deal with only the single organisation.

I.B.S. Comprehensive service for factory development

INDUSTRIAL BUILDING SERVICES (NORTHERN) LIMITED

Callywhite Lane, Dronfield, Sheffield. Tel.: Dronfield 3477

One of the Henry Boot Group of Companies — a family of firms with 75 years of experience in civil engineering and building.

HB

Aviation and Shipping

Port employers meet ministers

THE PRESIDENT of the Board of Trade, Mr. Anthony Crosland, accompanied by Lord Brown and Mr. J. P. W. Mallalieu, Ministers of State at the Board of Trade, the Minister of Labour, Mr. Ray Gunter, and the Parliamentary Secretary to the Ministry of Transport, Mr. N. Carmichael, received a deputation on October 9 from the Chamber of Shipping and the National Association of Port Employers, at their request, about the unofficial strikes in the ports of Liverpool and London. The Chamber of Shipping were represented by their president, Mr. Anthony Cayzer, their vice president, Lord Geddes, and by Mr. L. J. H. Horner the director of the Chamber. The National Association of Port Employers was represented by their chairman, Mr. Tonge, their general manager, Mr. Bainbridge, and by Mr. Lindsay Alexander, Chairman of the Employers' Association of the Port of Liverpool. The representatives of the shipowners and of the port employers expressed their deep concern at the existing situation and ministers undertook to give these views their urgent consideration.

Mr. Stonehouse to visit Canada and the United States

MR. JOHN STONEHOUSE, Minister of State, Ministry of Technology, left London on October 4 on an 18-day visit to Canada and the United States. He will be seeing members of the Canadian and United States Governments and meeting leading aviation manufacturers and heads of airlines.

British Ship Research Association appointment

MR. J. E. CHADBUND, BEng., CEng., AMIMechE, MIEE, AMILocoE has been appointed head of the Production Division of the British Ship Research Association in succession to Mr. I. G. Brydon.

Mr. Chadbund was born in 1913 and was educated at Woodhouse Grammar School, Sheffield, and Sheffield University. After serving a graduate apprenticeship with the English Electric Co. Ltd., he remained with the company for a number of years as a process and development engineer.

After further experience in industry, including locomotive construction, manufacture of control equipment, mass production of high precision components and turbine planning and production, Mr. Chadbund became the manufacturing liaison manager of PAMETRADA in 1961. In that capacity he was responsible for inspection, quality control and manufacturing advisory services to the members of that association.

Conference on container transport economics

RESERVATIONS and firm bookings are now being received from companies in many countries who wish to send delegates to the first International Conference on Container Transport Economics, which is scheduled to take place in London on November 7, 8 and 9, this year. Although the conference was only announced in August, the organizers, Independent Trade Missions Ltd., of Queen Anne's Gate, London, S.W1, have received inquiries from over 30 countries. At the present time delegates from 16 countries have definitely said that they will attend. In South East Asia and North America, reservations and travel arrangements are being handled on behalf of the organizers by Thos. Cook & Son Ltd.

The conference is sponsored by the IPC journal *Freight Management*.

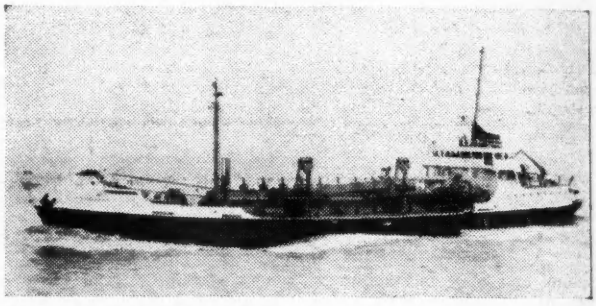
Shipbuilding and Ship Repairing Council notice

ON OCTOBER 10, a notice was posted up throughout the shipbuilding, ship repairing and marine engine building industry. It invited all those engaged in the industry to co-operate in the work of the Shipbuilding and Ship Repairing Council.

The council wants all employers and employees in the industry to be aware of their aims and their work and also of the work of the Shipbuilding Industry Board. In this notice the council asks that views and suggestions on ways of improving the industry should be made to it through employers or trade unions. To be displayed in all establishments, it provides an opportunity for all to be associated with the council in fostering the developments which are taking place in these industries.

Note:

The council, whose members include representatives of shipbuilding and ship repairing firms, marine engine manufacturers, marine equipment, suppliers, trade unions and the British Ship Research Association, is a national statutory body set up by the Shipbuilding Industry Board to keep it in close and regular contact with the industry and to provide more consultation between employers and employees at the national level, as recommended in the Geddes Report.



The m.v. 'Cambrook', a 2,200-ton twin-screw suction dredger owned by Civil and Marine Limited of Maldon, Essex, to suck sand and gravel off the bed of the North Sea. This vessel has been specially designed and equipped to ensure the maximum efficiency in operation.

Movement of TIR traffic to and from the Republic of Ireland

HM CUSTOMS AND EXCISE announce that, as a result of the accession of the Republic of Ireland to the Customs Convention on the the International Transport of Goods by Road, which became operative on October 5, TIR Carnets will be accepted from that date to cover the removal of unexamined goods for through transit to or from the Republic of Ireland, without additional documentation or bond.

The Road Haulage Association and Trader's Road Transport Association have given guarantees to cover the duties and taxes involved. These guarantees do not, however, cover consignments wholly or partly of spirits and tobacco; such consignments will continue to be dealt with under the existing procedures.

Notes:

TIR Carnets allow road vehicles, trailers, or containers carried on road vehicles to pass to the final point of customs clearance without detailed formalities or payment or deposit of duties at intermediate customs points.

Marine inquiry—Brixham trawler 'Casita'

THE BOARD OF TRADE have directed that a public formal investigation should be held into the circumstances of the loss on June 16, off Start Point, Devonshire, of the Brixham trawler 'Casita', resulting in the death of the crew of two men.

A further announcement will be made when the date and place of the hearing have been decided.

Exchange control: travel on foreign ships and aircraft

AFTER NOVEMBER 1 United Kingdom residents may no longer need to rely entirely on their basic travel allowance to meet expenses which they incur on board foreign ships and aircraft.

Announcing this to assist shipping and air lines in their planning, the Treasury recalled last June's statement by the Chancellor of the Exchequer that travel agents and others should plan on the assumption that the £50 travel allowance would continue to operate through the 12 months beginning November 1, 1967. A general announcement is expected towards the end of October.

The new arrangements

United Kingdom residents (including children) making direct voyages on foreign ships, or taking cruises on foreign ships that have secured exemption from the V Form requirement (see below), will be able to buy vouchers for sterling in advance from the shipping companies to meet on-board expenditure. The value of the vouchers will not count against the passenger's travel allowance. Vouchers will be limited to £4 in value or 20 per cent of the fare, whichever is the greater, up to a maximum of £50.

United Kingdom residents travelling on foreign airlines will also be able to buy vouchers in this way, but for them the limit will be £4 for any one flight.

The vouchers will not be encashable for sterling or foreign currency outside the United Kingdom, but the issuing companies will be able to refund the value of unused vouchers in sterling in the United Kingdom.

Companies proposing to operate voucher schemes should consult the Bank of England to discuss the conditions under which such schemes can be approved.

Ships, etc., outside these arrangements

United Kingdom residents cruising on foreign ships that have NOT been exempted from the V Form requirement will still have to meet any on-board expenses out of their travel allowance, or from the £15 in sterling they are allowed to take out with them.

Payments for on-board expenses on ships or aircraft operated by residents of the sterling area are not subject to exchange control and may be made, up to any amount by, for example, personal cheques, sterling travellers' cheques or by vouchers.

Ships exempt from the V Form requirement

No change is contemplated in the rule announced on September 22, 1966, that United Kingdom passengers on cruises in foreign ships have 20 per cent of the fare counted against their £50 basic travel allowance unless the operator secures exemption by showing that either 60 per cent of the running costs of the cruise will be spent within the sterling area or that the amount of running costs which will be spent within the sterling area will exceed the amount collected in fares from United Kingdom passengers.

New shipbuilding group to be 'Swan Hunter and Tyne Shipbuilders'

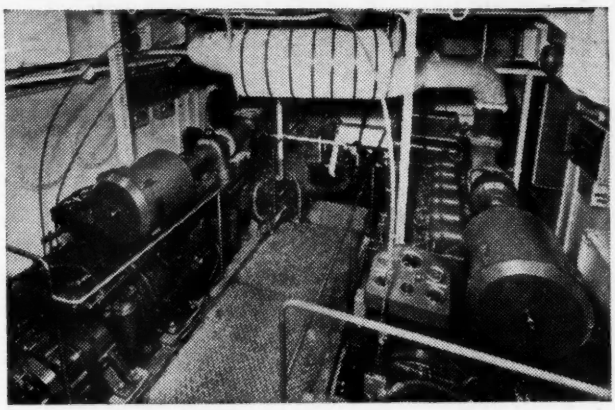
SWAN HUNTER GROUP, Vickers, Hawthorn Leslie and Readheads jointly announced in June their decision to amalgamate their respective shipbuilding interests on the Tyne in a joint company and that further details of the merger would be issued as soon as possible.

It has now been agreed that Swan Hunter (Shipbuilders) Ltd., at present a wholly owned subsidiary of Swan Hunter Group Ltd., will be used as the joint company. Subject to the necessary approval the name of this company will be changed to 'Swan Hunter and Tyne Shipbuilders Ltd.'

The authorized capital of the company will be increased from the present 5 million to 15 million Ordinary Shares of £1 each and the Tyne shipbuilding interests of Vickers, Hawthorn Leslie and Readheads will be acquired by the company in exchange for shareholdings in the company. The acquisition of Readheads includes their ship repairing and marine engineering interests.

Shipping movement at United Kingdom ports

The monthly statistical article on shipping movement at United Kingdom ports (foreign and coastal trade movements during April 1967) appears on page 912 of this issue.



Twin Ruston diesels have been installed in the tug 'Manukau', which has recently been commissioned by the Auckland Harbour Board for berthing cargo ships in Manukau Harbour. The tug will also maintain channel buoys and beacons and carry out survey work at the harbour mouth. With a free running speed of 10 knots and a bollard pull of 4¼ tons, the 'Manukau' is powered by twin 6-cylinder pressure charged Ruston 6YEXM Mark 2 200 h.p. diesels. The tug was built at Waitemata Harbour, where the Auckland Harbour Board operate three work boats and a pilot launch also powered by Ruston Group engines. This view of the 'Manukau's' engine room shows the ample working space between the two Ruston engines.

The major exhibit on the Rolls-Royce stand at the National Business Aircraft Association Convention, Boston, Massachusetts (October 10-12) was the Spey -25 turbofan which powers the new Grumman Gulfstream II business jet. This is the second Grumman business aircraft to have Rolls-Royce power – the Gulfstream I is fitted with two Dart propjets. The Rolls-Royce Spey turbofan powers the BAC One-Eleven, which is in service with four airlines in the United States. Operation of the new Spey-powered Grumman Gulfstream II will benefit from the experience already gained with the Spey and the after-sales support provided by Rolls-Royce throughout North America.

getting into training?

The George Cohen 600 Group Ltd. announce a new and comprehensive training centre service co-ordinated by its subsidiary, 600 SERVICES LTD.

Free initial advice and planning; the structure of the centre; the supply of machine tools and equipment; the training of supervisory staff!

You can count on 600 for all of these and for a Training Centre that will fully conform to the Engineering Industry Training Board's exacting standards, and which will enable you to claim the maximum grant.

The photograph shows a craft apprentice at The Colchester Lathe Training Centre.

THE 600 GROUP OF COMPANIES

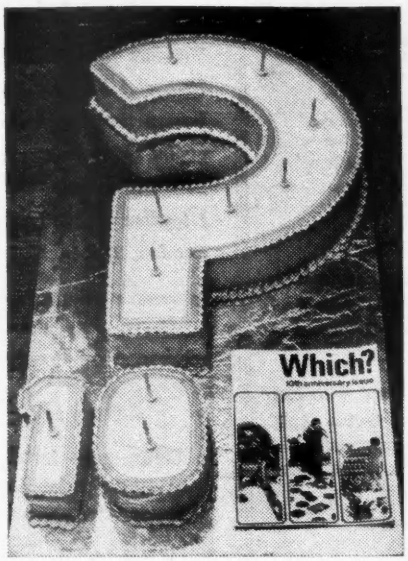
600 services limited

WOOD LANE, LONDON, W.12.
Telephone: 01-743 2070
Cables: Omniplant, London.

New Books

Planning in the EEC. The Medium-term Economic Policy Programme of the European Economic Community, by Geoffrey Denton. (54 pages. Research Publications, 18 Victoria Park Square, Bethnal Green, London, E.C.2. 7s. 6d., by post 8s. 3d.). This pamphlet is No. 5 in the *European Series* published by Chatham House in conjunction with PEP. The first difficulty in reaching agreement over the programme was the conflict of opinions between French and German planners, but this was resolved and the programme formally adopted in February 1967. Its chief features are described and discussed, paying particular attention to the use of quantitative projections, regional and industrial policy, incomes policy and value planning, the problem of concentration versus competition and manpower policy. The author considers that on the whole there is very little difference between European and British attitudes to economic planning; even so the Medium-term Policy Committee's increasing influence on the economic policies of member governments should be carefully considered.

Capital Markets Study, General Report. (261 pages. Organization for Economic Co-operation and Development. 35s., by post 35s. 11d., from HMSO and Government bookshops). This report has been produced by the OECD Committee for Invisible Transactions, and is the first to appear of a series of volumes resulting from studies of capital markets undertaken by the Committee and three specially appointed groups of experts. The report deals with the needs for finance of the main economic sectors; the sources of savings and the methods used to develop and improve their composition; the functioning of financial markets; and the international relations between national markets. It covers most of the OECD member countries in Europe, as well as the United States and Japan, and brings out the salient features of each country's financial structure. Over 40 statistical tables are provided, and more are to be published as a *Statistical Annex*. Other volumes yet to appear will be entitled *Formation of Savings; Functioning of Capital Markets; Utilization of Savings*, and will provide country studies covering the United Kingdom and various other OECD member states prepared by the groups of experts. A reduced subscription rate of 100s. is available, for which subscribers will receive the five volumes mentioned above, together with a supplement, *Structure of Interest Rates in some OECD Countries*. All these items may also be purchased separately, at a total cost of 140s. 6d. plus postage. Publication of the general report marks the starting point for an attempt in the OECD to facilitate and co-ordinate the efforts of national authorities to improve their financial systems and the links between them, and the report largely reflects the attitude of member governments, including the Common Market countries. It is complementary to another important report which is now available in English, **The Development of a European Capital Market** (382 pages. 29s., by post 30s. 4d., from HMSO and Government bookshops), prepared by a group of experts appointed by the EEC Commission, and commonly known as 'the Segré report'. This is primarily concerned with the conditions and means for creating an integrated financial market within the European Economic Community. Amongst its contents are sections showing how the establishment of such a market can be facilitated by adjustments in the economic policies of member states, and discussing obstacles which may impede the balanced development of a European capital market. The report also includes recommendations for widening the scope and supply of credit for industrial equipment.



'Which?' (published for members only by the Consumers' Association) is celebrating its 10th birthday this week, and the anniversary issue contains articles on washing machines, slimming and on buying a second-hand car. Subscribers pay 30s. a year to receive 'Which?', or 60s. a year for 'Which?' and the 'Motoring Which?' Details are available from the Consumers' Association, Subscription Department, Caxton Hill, Hertford. Shown above is a special 10th birthday cake made especially for the Association. A special message of congratulation was received from the Prime Minister.

Public Investment in Australia, by Russell Mathews. (486 pages. F. W. Cheshire, Melbourne. Sole distributor in Europe: C. Hurst & Co., c/o Wm. Dawson, Macklin Street, London, W.C.2. 127s. 6d.). Described in its subtitle as 'a study of Australian public authority investment and development', this book has been written by the Professor of Accounting and Public Finance in the Australian National University as a research report for the Committee for Economic Development of Australia. Like other studies commissioned by CEDA, it is intended to provide a basis for further discussion and research and to assist in the preparation of a CEDA national policy statement. The book will also be of interest outside Australia because of the factual and statistical information it provides on the public sector of the Australian economy. The general plan of the book provides a broad discussion of the economic role of governments; an examination of the resource allocation problem with special reference to public investment: an analysis of the structure of public investment; an examination of the various fields of public authority investment in Australia (344 pages, covering postal and telecommunication services, transport, power, urban and rural development, education and health); and a study of the financing and control of public investment. There are numerous footnote references to other published works, but no formally organized bibliography. A folding table of integrated national income and flow-of-funds activity accounts for the Australian government sectors, 1953/54 to 1962/63, is included as an appendix.

Man in a European Society. Intergovernmental Work Programme of the Council of Europe 1967-1968. (85 pages. Free from Directorate of Information of the Council of Europe, Avenue de l'Europe, Strasbourg, France). In the foreword of this publication reference is made to the wider range of experience available to the individual. This is bringing with it problems for society, a large proportion of which involve political considerations. The general purpose of the programme is indicated by the title. The activities and aims are set out in chapters which include areas of operation such as, the economic structure, legal and administrative status, social structure, and cultural development. The purpose of these studies is to develop harmonization of national law, and to further the statutory aims of the Council. The method of the programme is year by year to select projects that promote the aims stated at the commencement of the chapters.

Wool! Modern Myths, New Horizons, by G. S. LeCouteur. (187 pages. F. W. Cheshire, distributed in the United Kingdom by C. Hurst, c/o Wm. Dawson and Sons Ltd., Cannon House, Macklin Street, London, W.C.2. 42s.). The wool industry in Australia is so complex that this book does not try to paint other than a broad picture of a number of the important aspects, in an endeavour to invite consideration of their importance and inter-related complexities. It deals with the place of wool in the Australian economy, wool marketing systems in Australia and overseas, research, product development, promotion and the future of the wool industry.

The Petroleum Officers' Handbook, by A. L. Good. (257 pages. Charles Knight & Co. Ltd. 45s., by post 47s. 6d.). Local authorities and their petroleum officers apply and maintain a fairly rigid and uniform control over licensing conditions for the storage of petroleum-spirit. The administration and enforcement of the Petroleum (Regulation) Acts, 1928 and 1936, and the Orders in Council made thereunder are complex and difficult. In this book the author is concerned mainly with the practical problems which face the petroleum officer with regard to his duties in ensuring compliance with the petroleum legislation. He also discusses the constructional problems relating to the storage of petroleum spirit in a variety of establishments, laying particular emphasis on safety measures. In addition he deals with such related matters as transportation, testing, cleaning of tanks, liquified petroleum gases, pumps, etc. The book includes many line drawings showing details of installations and equipment. Although the book is intended primarily to aid petroleum officers the author hopes that it may also be useful to others, amongst them Inspectors of Weights and Measures.

Film Library Catalogue. (181 pages. Sound-Services Ltd., Kingston Road, London, S.W.19. 5s.). The cover title of this book is *A Catalogue of Sponsored Films 1967-68*. Sound-Services Ltd. have a collection of films available for loan; the majority are offered on free loan. The catalogue lists and briefly describes films on a wide variety of subjects including civil engineering and building, commerce and business, engineering, industry and mining, food and agriculture, international relationships, textiles and clothing, transport and travel.

NOTICE

TO

SHIPBUILDERS

The Board of Trade are inviting tenders for the construction of a single-screw steel-hulled lighthouse attendant vessel of approximate dimensions 60′ x 18′ x 9′ depth with diesel engine to service the Basses Lights, Ceylon.

Shipbuilders who are interested in tendering and who can offer delivery in the United Kingdom within 1968 should apply in writing for specification, drawings and terms of contract to the Director of Sea Transport, Room 13/15, St. Christopher House, Southwark Street, London, S.E.1.

The closing date for the receipt of tenders is 24th November, 1967.

The Board do not bind themselves to accept the lowest or any tender.

NEW EXPORT HANDBOOKS

The Board of Trade has issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

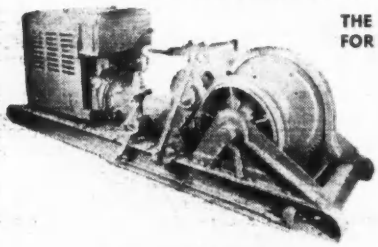
237 AUSTRIAN STAMPS FREE

Offer open for four weeks: 237 of the finest Austrian stamps, special issues and higher post-war values supplied free of charge to any reader purchasing the bumper packet of 3,150 magnificent collector's stamps and pictorial issues, all different (value over 450 Marks in the Michel catalogue) at the bargain price of only £4 sterling. Postal C.O.D., full right to exchange, no risk. All clients enthusiastic! Send card now for 'Luxuspaket Nr. 92', only obtainable from:

Markenkönig, Brändströmgasse 4, Mozartstadt Salzburg, Austria.

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

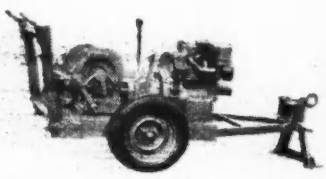
FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

WALKER, WALTON & HANSON

will hold an

AUCTION SALE

of

Civil Engineering Plant, Equipment and Spares

at

LOWTON ST. MARY'S

(Between Liverpool and Manchester)

on

THURSDAY 16th NOVEMBER, 1967

including

EXCAVATORS, TRACTORS, LOADING SHOVELS, MOBILE CRANES, SCRAPERS, DUMPERS, MIXERS, COMMERCIAL VEHICLES, HANDTOOLS etc.

FURTHER ENTRIES INVITED

AUCTIONEER'S OFFICES: WALKER, WALTON & HANSON DEPT. LS, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM, Tel: Nottingham 54272 (10 lines)

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Oct. 17-18	**Miscellaneous stores**	**The Lido Ballroom, Worthy Lane, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4244).**

Daimler scout cars; fork lift trucks; outboard motors and spares; Ransome Proconsul ploughs and harrows; machine tools; M.T. spares; concrete mixer; lead acid batteries; electrical equipment and spares; asbestos sheeting; generating sets; ammunition and engine boxes; clothing and textiles; furniture; mixed rags and old canvas; binoculars; watches; cameras, etc.; ball bearings various; electric cable; hydraulic and screw jacks; battery charging sets; engineering tools; trailer mounted mobile field ovens; periscopes; prisms; episcopes; water bottles; kitchen utensils and glassware; canvas haversacks; teleprinter units and a large assortment of other miscellaneous equipment.

Oct. 24-25	**Miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.** .	**Midland Marts, Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).**

Furniture; miscellaneous kitchen equipment; clothing and textiles, including vests; drawers; motor cyclists boots; ankle boots and shoes; rubber boots; greatcoats; canvas valises; manpack carriers; miscellaneous saddlery; Coventry Climax fire pump trailers; miscellaneous fire-fighting equipment; wooden 30 ft. & 35 ft. extension ladders; 2-way wooden pallets; electric cable; wireless and electrical equipment and spares; M.T. spares; hand saws; cotton tarred hawser laid cordage; miscellaneous cobblers equipment; fire extinguishers; Bedford and Ford V8 engines; Dennis fire pump trailer spares; assorted hand tools; miscellaneous tenting equipment; machine tools; tubular steel frames; Soyer stoves; jerricans (4½ gall.); Atkinson grit spreaders; BSW screw cutting tool sets; galvanized corrugated iron sheets; and a large assortment of other miscellaneous equipment.

Nov. 2 .	**Technical and miscellaneous stores** . .	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053).**

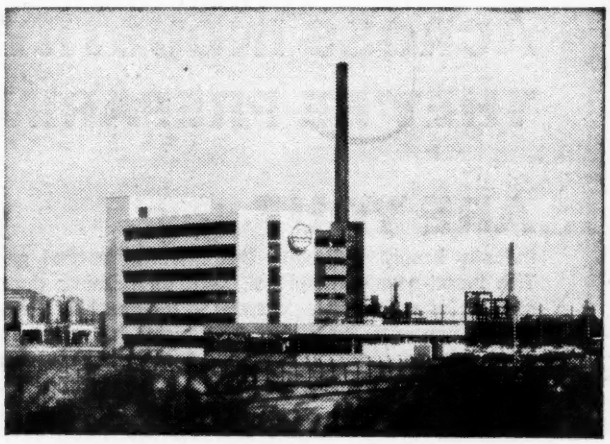
Aircraft wheels; inverters; actuators; generators; transformers; meters; fuel pumps; motors; generating sets; brake units; alternators; regulators; electric cable; batteries; rubber dinghies; wooden cases; prismatic binoculars; cameras and photographic equipment; film and bromide paper; footwear; furniture; water bottles; clothing including, greatcoats, raincoats, jackets, blouses, khaki drill clothing; underwear, etc., and a large quantity of other miscellaneous stores.

Nov. 8 .	**Vehicles, miscellaneous stores** . . .	**Sale to be held at Auctioneers premises** . .	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).**

Morris Mini and Mini Minor saloons and vans; Ford Zephyrs and Popular saloons; AEC Matador 10-ton tractors and 2,500 gal. refueller; Scammell recovery vehicles; Sankey and Brockhouse ¼-ton trailers; Ford maintenance trucks; Leyland Hippo 10-ton cargo truck; Fordson, Austin and Bedford 3-ton trucks; half-track personnel carriers; full-track light caterpillar tractor; David Brown tractors; Austin radio station trucks; Austin Champs; 45 BSA 500 cc motor cycles; metal scaffolding; clothing, including greatcoats; woollen vests and drawers, etc.; steel and wooden boxes and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

MASSIVE INVESTMENT IN MANUFACTURING PLANT



Two views of ICI's massive investment in manufacturing plant both in the United Kingdom and in Europe. On the left is a view of ICI's Dyestuffs Division nylon plant in the development area of Teeside where a 2,000 acre site is still being developed; on the right is the main office building of the company's £60 million investment in EEC manufacturing capacity at Rozenburg, Rotterdam, Holland. Sir Paul Chambers, ICI chairman, announced last week that for the first time in its history sales abroad had exceeded sales inside Britain and one-third of ICI's total capital is invested outside Britain. But he added that it was likely that the greater part of the company's capital expenditure would continue to be in Britain in the future. On the whole the company found it better to have large plants in Britain to export a substantial part of the output.

ACROSS INDUSTRY... THEY'RE PREPARING FOR NATURAL GAS

ARE YOU?

Industry keenly anticipates the arrival of natural gas. This brand-new primary fuel, right on Britain's doorstep, holds an immense potential. If the North Sea lives up to its promise, it could make a major impact on the entire economy, cutting costs and lending new impetus to the export drive. Already enough has been found to transform the scope of gas as an industrial fuel. To purity for delicate processing work will be added abundance for large-scale utilisation, for example in steam-raising. Experience in other countries has shown that natural gas is an ideal industrial fuel and in Britain it will be backed by the gas industry's vast technical and research facilities. Conversion from town gas presents no problem, so review the future, talk to your Gas Board's Industrial Gas Officer and go gas *now*. **Ask your Gas Board's Industrial Gas Officer for a copy of "Preparing for Natural Gas"—a progress report to industry.**

Industry is looking forward to
NATURAL HIGH SPEED GAS

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1965															
4th quarter	130	133	157	152	127	109	162	131	171	188	157	+ 89	+ 35	+19	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	155	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	160	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	131	134	160	157	127	109	164	132	165	182	169	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	161	130	159	186	165	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	189	173	+ 48	+ 3	—10	+14
2nd quarter		133				109		127	179				+ 4	—12	+14
1967															
February		132				109									
March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August						111									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry-		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic material and fuel used†	Manufactured products home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter					110.3*	134·5*		555	158				
1967													
February	150	105	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·3	543	155		157	163	
August			139·7	+1·4	110·7*	134·6*	176·6	559	155		162	155	
September					110·8*	134·6*		563	165				

*Provisional. †Not seasonally adjusted.

Industry's capital expenditure in the second quarter of 1967

REVISED ESTIMATES for the second quarter of 1967 confirm the increase over the first quarter in industry's capital expenditure which had been suggested by the provisional estimates; overall, there was a 4 per cent rise in volume. For manufacturing, there was a fall of about 1 per cent; for the distributive and service trades (excluding shipping) there was an increase of about 5 per cent; while special factors led to an increase of about a third in shipping companies' capital expenditure.

In the first half of 1967, manufacturing industry's investment was about 3 per cent below the first half of 1966, while for the distributive and service industries (excluding shipping) investment was about 2 per cent down.

Within manufacturing industry, expenditure on plant and machinery in the second quarter was virtually unchanged from the first quarter, expenditure on vehicles was higher, but expenditure on new building work was markedly down, reaching the lowest point since the beginning of 1963. Movements were varied between different industries. Only mineral oil refining and chemical industries showed a marked rise over the first quarter; there was little change or only a rather small rise for the engineering group, vehicles, paper and allied industries; food, metals, textiles, and the miscellaneous group 'other manufacturing industries' showed falls in the volume of investment.

In the distributive and service industries (the series for which embody some revisions that are described below), there was little change between the first and second quarters for retail distribution, while investment in the wholesale trades, and in the wide range of miscellaneous service industries as a whole, was higher. The increases were fairly evenly spread over all assets – buildings, vehicles, plant and machinery.

For the shipping industry where investment has been falling from a peak in 1964, the beginning of a recovery was shown in the first quarter of this year and it is being maintained. However, the sharp rise between the first and second quarters to a large extent reflects special factors in the recording of some progress payments.

Revisions to the distributive and service industries' figures

Figures have been revised for several industries. For wholesaling and allied trades, provisional estimates have been used from the 1965 Inquiry into the Wholesale Trades; there was a comparatively small difference from the previous estimate, but as a result of the re-classification of certain specialist leasing firms from the three wholesale trades SIC headings to the insurance, banking, and finance group, the figures now shown for wholesale trades are rather lower than before, with a compensating addition to the figures for 'other industries'. Revisions arising from re-classification have been carried out for some earlier years, and consequential amendments have been made to figures for 1966 and 1967. Figures for the construction industry, included under 'other industries' have been revised, using results from the 1965 Census of Production. There have also been some revisions to shipping industry figures, largely to take account of revised information for a number of firms, but partly as a result of revised price indices. The overall effect on the figures for the distributive and service industries, with shipping, has been to increase the estimate for capital expenditure in 1965 from £1,140 million (at 1958 prices) to £1,162 million. Fresh factors for seasonal adjustment have been calculated; in general, there have been no significant effects on the quarterly pattern of the revised seasonally adjusted series.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

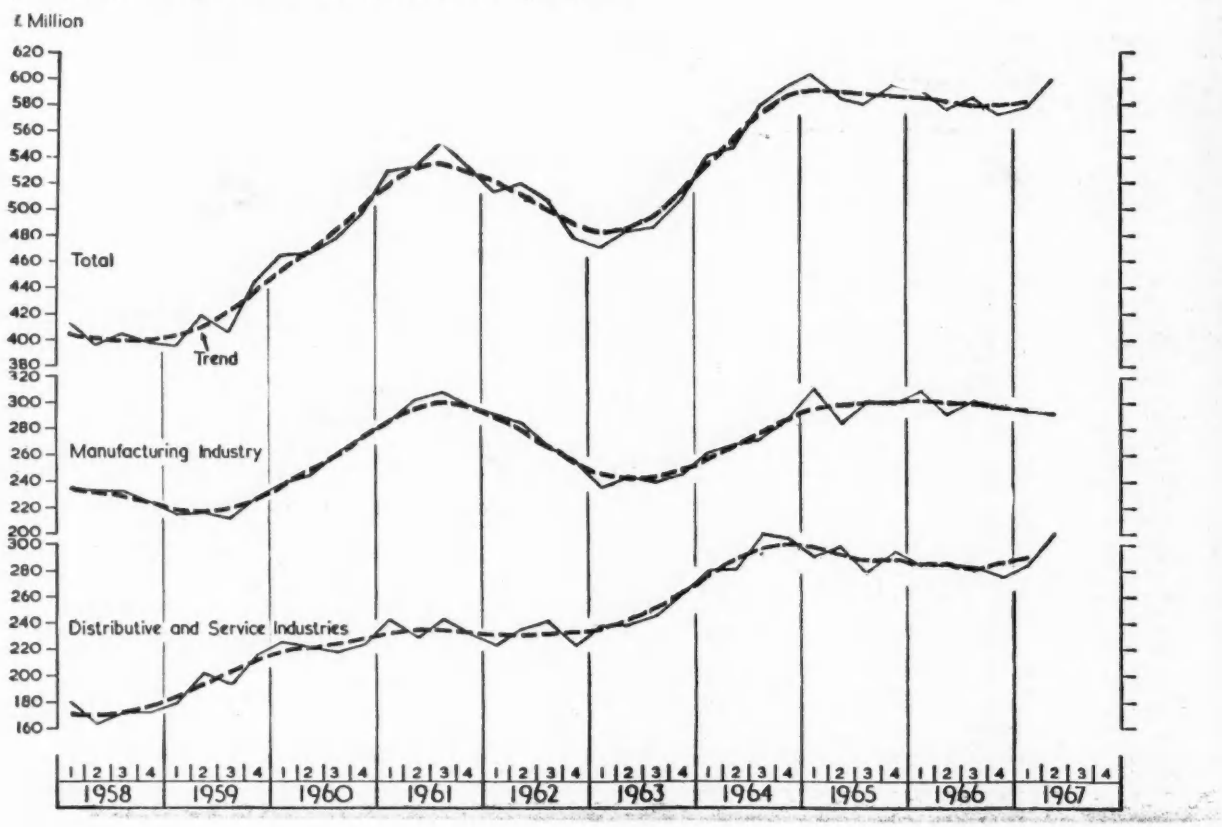


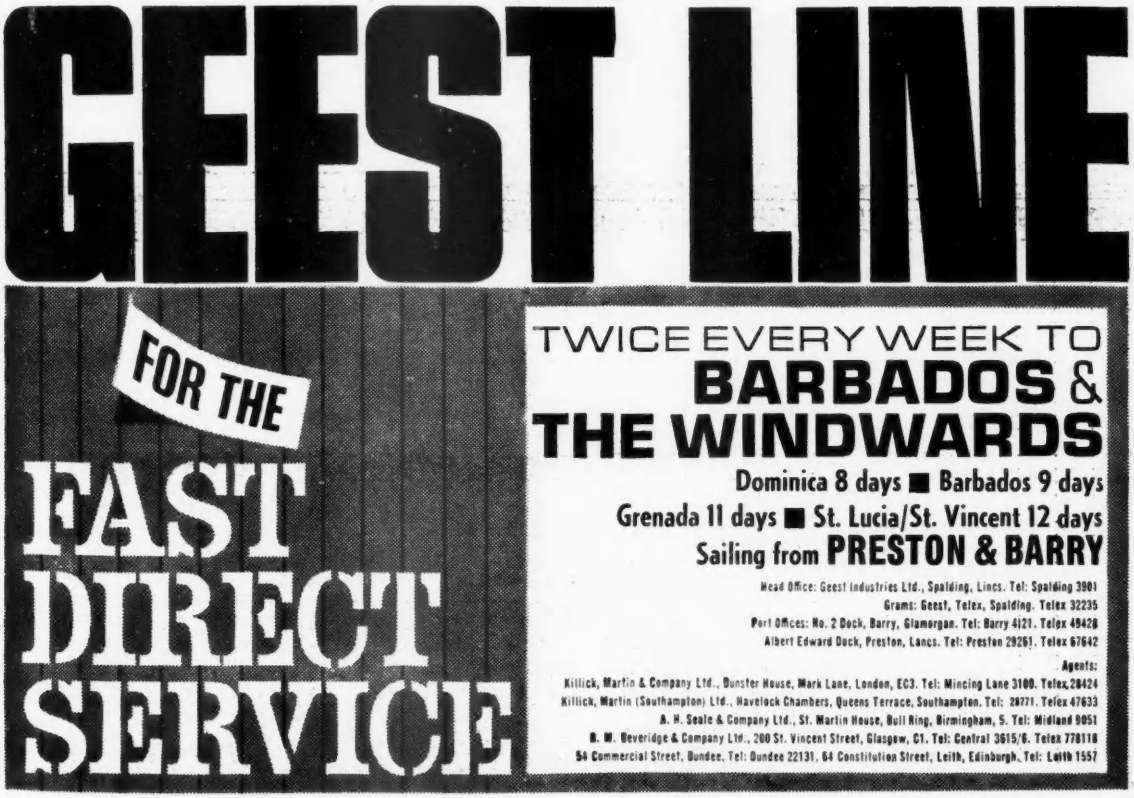
Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	548	458	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	645	386	990
1963	964	987	1,951	602	418	933
1964	1,092	1,175	2,267	672	528	1,067
1965	1,203	1,162	2,365	699	511	1,157
1966	1,205	1,124	2,329	644	537	1,151
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	229	531	163	103	265
3rd quarter	308	244	552	163	115	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	166	95	255
2nd quarter	284	235	519	164	101	254
3rd quarter	267	241	508	169	97	242
4th quarter	256	224	480	145	94	239
1963 1st quarter	235	238	473	148	97	228
2nd quarter	244	239	483	151	100	233
3rd quarter	240	247	487	149	105	234
4th quarter	245	263	508	154	116	238
1964 1st quarter	262	280	542	158	125	258
2nd quarter	269	282	551	163	126	262
3rd quarter	272	308	580	173	141	267
4th quarter	289	305	594	178	136	280
1965 1st quarter	312	291	603	186	122	295
2nd quarter	287	298	585	175	135	276
3rd quarter	302	279	581	171	121	289
4th quarter	302	294	596	166	133	297
1966 1st quarter	310	283	592	166	132	295
2nd quarter	293	284	577	157	137	284
3rd quarter	303	283	586	160	138	289
4th quarter	299	274	573	161	129	283
1967 1st quarter	295	284	579	154	136	288
2nd quarter	292	308	600	152	154	295

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.


GEEST LINE
FOR THE
FAST
DIRECT
SERVICE
TWICE EVERY WEEK TO
BARBADOS &
THE WINDWARDS
Dominica 8 days ■ Barbados 9 days
Grenada 11 days ■ St. Lucia/St. Vincent 12 days
Sailing from PRESTON & BARRY
Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642
Agents:
Killick, Martin & Company Ltd., Bunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. W. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Manufacturing industry's fixed capital expenditure, by assets, at 1958 prices seasonally adjusted

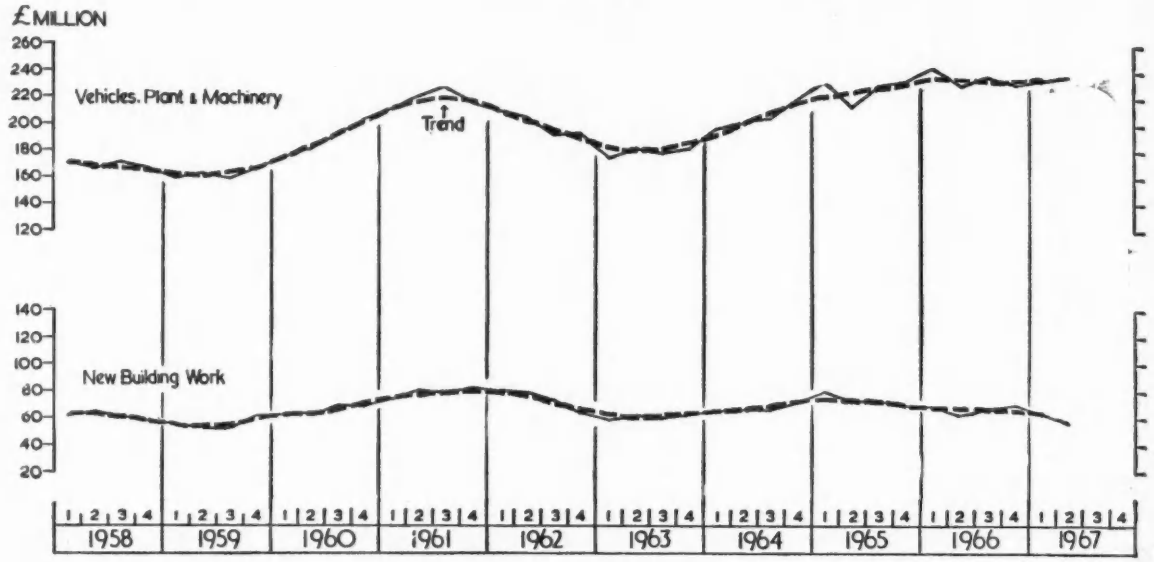


Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	141·0	39·8	207·4	111·0	270·1	90·1	114·2	82·2	149·3	1,205·1	267·7	114·8	822·6
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	36·9	7·8	56·4	27·5	67·8	25·5	29·2	19·3	40·0	310·4	68·6	29·3	212·5
2nd quarter	34·4	9·1	48·4	25·7	68·5	22·9	30·5	19·8	33·5	292·8	62·6	30·6	199·6
3rd quarter	35·0	11·8	51·2	28·4	67·9	20·1	28·1	20·0	40·9	303·4	67·3	28·6	207·5
4th quarter	34·7	11·1	51·4	29·4	65·9	21·6	26·4	23·1	34·9	298·5	69·2	26·3	203·0
1967 1st quarter	41·3	14·2	42·3	29·6	65·3	23·8	25·9	18·2	34·6	295·2	62·9	26·0	206·3
2nd quarter	38·9	18·8	48·3	25·2	65·8	24·8	22·7	19·7	28·2	292·4	57·5	28·2	206·7

Table 3. Fixed capital expenditure in the distributive and ser vice industries at 1958 prices seasonally adjusted (a), (c), (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	224	226
1961	126	105	195	522	822	330	237	255
1962	104	104	187	528	819	346	221	252
1963	85	113	204	585	902	356	257	289
1964	129	132	232	682	1,046	399	307	340
1965	101	137	215	709	1,061	399	313	349
1966	90	133	189	712	1,034	373	332	329
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	26	27	47	129	203	82	58	63
3rd quarter	32	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	25	22	52	124	198	85	53	61
2nd quarter	33	24	48	130	202	85	53	64
3rd quarter	23	30	46	142	218	95	59	64
4th quarter	23	28	41	132	201	80	57	63
1963 1st quarter	23	27	52	136	215	89	58	68
2nd quarter	18	28	47	144	221	88	63	69
3rd quarter	22	29	51	145	225	87	63	75
4th quarter	22	29	54	158	241	91	73	77
1964 1st quarter	28	31	57	164	252	92	75	85
2nd quarter	29	32	60	161	253	96	74	83
3rd quarter	38	32	58	180	270	105	80	85
4th quarter	34	37	57	177	271	106	78	87
1965 1st quarter	17	38	56	180	274	104	81	89
2nd quarter	33	33	54	178	265	101	78	85
3rd quarter	23	34	53	169	256	97	75	83
4th quarter	28	32	52	182	266	96	79	92
1966 1st quarter	22	33	50	178	261	96	81	83
2nd quarter	22	35	46	181	262	93	85	84
3rd quarter	25	34	46	178	258	92	84	82
4th quarter	21	31	47	175	253	91	82	80
1967 1st quarter	33	34	48	169	251	90	77	82
2nd quarter	44	37	47	180	264	95	82	88

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,020	2,064
1964	1,216	1,229	2,445
1965	1,401	1,256	2,657
1966	1,456	1,240	2,696
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	241	501
3rd quarter	261	250	511
4th quarter	286	289	575
1964 1st quarter	268	283	551
2nd quarter	295	289	584
3rd quarter	303	310	613
4th quarter	350	348	698
1965 1st quarter	333	306	639
2nd quarter	329	314	643
3rd quarter	352	290	642
4th quarter	387	347	734
1966 1st quarter	347	306	653
2nd quarter	346	307	653
3rd quarter	366	297	663
4th quarter	397	330	727
1967 1st quarter	337	309	646
2nd quarter	349	334	683

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.702) 49421, Ext. 316 for Imports and Re-exports. Ext. 314 for Exports, telex 99112 CUSEX Southend).

Industry's stocks in second quarter of 1967

REVISED ESTIMATES SHOW only a marginal change (at 1958 prices, seasonally adjusted) in industry's stocks between the first two quarters of 1967. Manufacturers' and wholesalers' stocks recorded a rise of £4 million and a fall of £12 million respectively; while retailers' stocks increased by £14 million, the same amount as in the first quarter.

Despite the small overall change in manufacturers' stocks there were some significant changes recorded in the various assets. Stocks of materials and fuels, which increased by £11 million in the first quarter of 1967, fell by £15 million during the second quarter of the year; the figures for the corresponding periods for work in progress showed a similar pattern, a rise of £12 million followed by a fall of £21 million. Stocks of finished goods, in contrast, fell by £19 million in the first quarter and rose by £40 million in the second.

The changes were dominated by the engineering and vehicle industries, but while total stocks here increased by £26 million, all the remaining industries showed falling totals (except 'other industries', which showed no change). And, whereas all industry groups showed a rise or little change in stocks of finished goods, only engineering industries recorded a rise in stocks of materials and fuel.

The series of changes in the stocks held by wholesalers have been revised to take into account provisional results from the Inquiry into the Wholesale Trades for 1965, and new seasonal adjustment factors have been computed. These revisions have amended the rise in wholesaler's stocks for the year 1965 from £19 million at 1958 prices (previously published) to £42 million. Some consequential amendments have been made for earlier years, as well as to figures for 1966 and 1967. The recalculation of the seasonal adjustment factors has not had any significant effect on any of the three minimum list headings.

Changes in industry's stocks at 1958 prices seasonally adjusted

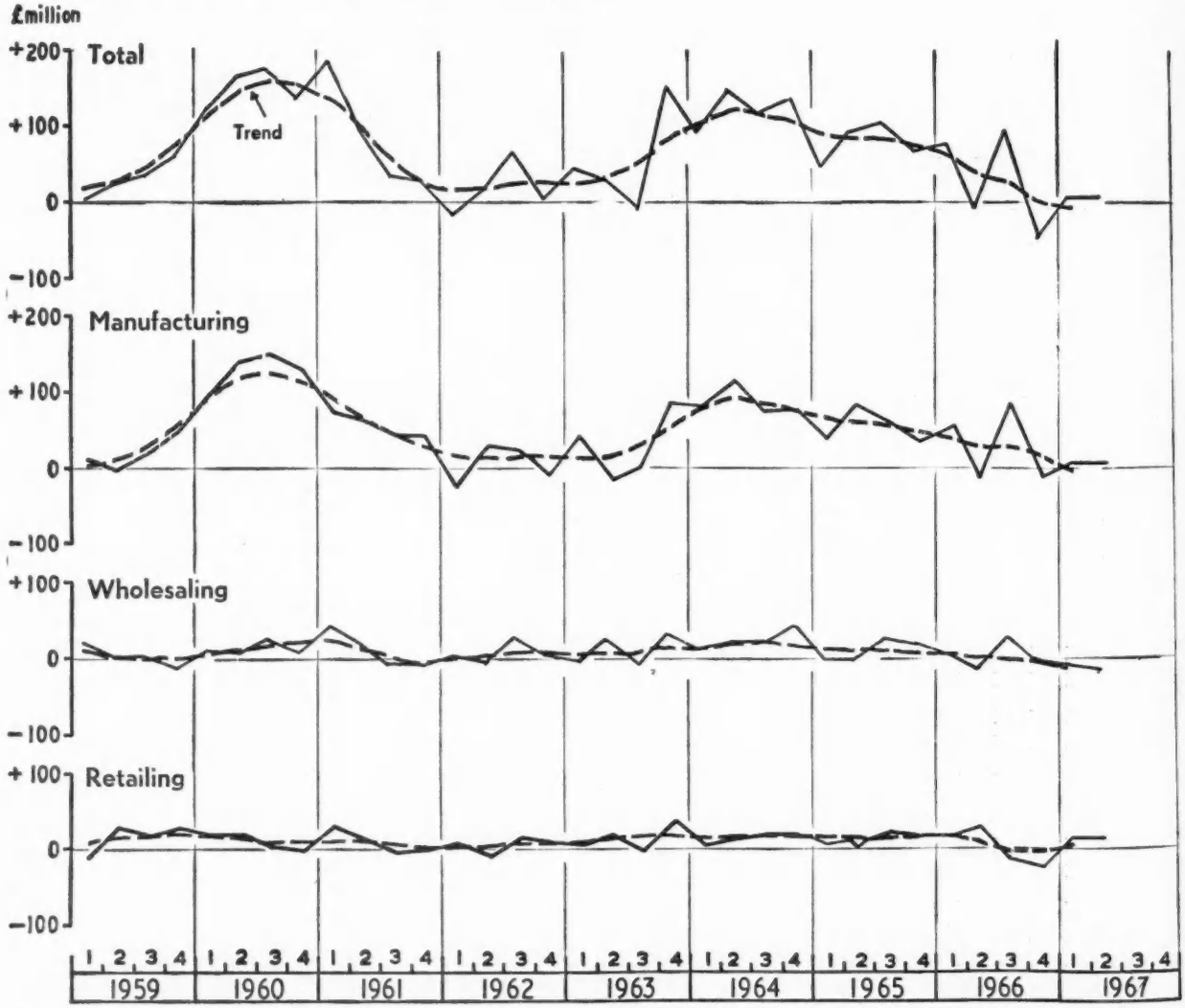


Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1966	6,507	1,120	1,182	8,809
1960	+514	+54	+37	+605
1961	+224	+46	+29	+299
1962	+ 22	+35	+14	+ 70
1963	+113	+44	+55	+211
1964	+354	+88	+47	+488
1965	+217	+42	+43	+302
1966	+112	+ 2	+ 6	+120
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+167
3rd quarter	+148	+25	+ 2	+175
4th quarter	+130	+10	— 1	+139
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+19	+10	+ 96
3rd quarter	+ 45	— 6	— 4	+ 35
4th quarter	+ 41	— 9	— 2	+ 30
1962 1st quarter	— 24	+ 3	+ 5	— 15
2nd quarter	+ 29	— 4	—10	+ 15
3rd quarter	+ 25	+29	+11	+ 65
4th quarter	— 9	+ 6	+ 8	+ 5

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31,1966	6,507	1,120	1,182	8,809
1963 1st quarter	+ 43	— 3	+ 3	+ 43
2nd quarter	— 14	+24	+18	+ 28
3rd quarter	N/C	— 8	— 1	— 9
4th quarter	+ 84	+31	+35	+149
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+15	+12	+145
3rd quarter	+ 77	+20	+17	+114
4th quarter	+ 78	+43	+15	+136
1965 1st quarter	+ 39	— 1	+ 9	+ 47
2nd quarter	+ 82	— 1	+ 3	+ 84
3rd quarter	+ 61	+25	+17	+103
4th quarter	+ 35	+19	+14	+ 68
1966 1st quarter	+ 53	+ 4	+19	+ 76
2nd quarter	— 11	—19	+26	— 3
3rd quarter	+ 34	+25	—15	+ 94
4th quarter	— 13	— 9	—24	— 46
1967 1st quarter	+ 3	—10	+14	+ 7
2nd quarter	+ 4	—12	+14	+ 7
3rd quarter				
4th quarter				

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals, and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1966	851	578	489	3,220	693	675	6,507	2,276	2,418	1,812
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 1	+20	—18	+ 65	+23	+22	+112	— 31	+ 32	+111
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 99	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+11	+ 8	— 6	+ 20	+ 3	+16	+ 53	+ 9	+ 23	+ 21
2nd quarter	— 3	+ 8	—20	— 1	+ 1	+ 5	— 11	— 31	— 1	+ 22
3rd quarter	— 7	+ 6	+24	+ 38	+16	+ 6	+ 84	+ 30	+ 6	+ 48
4th quarter	N/C	— 2	—15	+ 7	+ 3	— 5	— 13	— 38	+ 5	+ 20
1967 1st quarter	+ 7	+ 5	— 6	+ 10	—13	+ 1	+ 3	+ 11	+ 12	— 19
2nd quarter	— 7	—15	— 2	+ 26	— 4	N/C	+ 4	— 15	— 21	+ 40
3rd quarter										

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers [a], [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
810	General wholesale distributors	1960	+ 8	+ 8	+17	— 6	+28	
		1961	+35	+ 8	— 1	—13	+30	
		1962	— 2	—12	+18	+ 5	+ 8	
		1963	— 4	+12	—14	+24	+18	
		1964	— 1	+ 5	+ 7	+39	+51	
		1965	— 7	— 3	+15	+13	+17	
		1966	+ 6	—13	+22	— 1	+14	
		1967	—15	— 2				714
831	Dealers in coal, builders materials, etc.	1960	— 1	+ 2	+ 3	+ 2	+ 5	
		1961	N/C	+ 3	N/C	— 1	+ 1	
		1962	+ 1	+ 2	+ 1	+ 3	+ 6	
		1963	+ 3	+ 2	— 4	+ 5	+ 7	
		1964	+ 5	N/C	+ 5	— 1	+ 8	
		1965	+ 1	— 1	+ 2	+ 4	+ 5	
		1966	+ 2	— 1	— 5	— 3	— 6	
		1967	+ 1	— 4				103
832	Dealers in industrial materials and machinery	1960	+ 4	— 1	+ 5	+14	+21	
		1961	+ 8	+ 8	— 5	+ 5	+15	
		1962	+ 5	+ 6	+11	— 2	+20	
		1963	— 2	+10	+10	+ 2	+20	
		1964	+ 7	+ 9	+ 7	+ 5	+29	
		1965	+ 6	+ 3	+ 8	+ 3	+20	
		1966	— 4	— 5	+ 8	— 5	— 6	
		1967	+ 4	— 5				304
	Total wholesalers	1960	+11	+ 8	+25	+10	+54	
		1961	+43	+19	— 6	— 9	+46	
		1962	+ 3	— 4	+29	+ 6	+35	
		1963	— 3	+24	— 8	+31	+44	
		1964	+10	+15	+20	+43	+88	
		1965	— 1	— 1	+25	+19	+42	
		1966	+ 4	—19	+25	— 9	+ 2	
		1967	—10	—12				1,120

Table 4. Changes in value of stocks (at book values) held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+104	+489	
	1966	+162	+137	+ 58	— 15	+343	
	1967	— 3	+ 7				7,702
Wholesaling (c)	1960	+ 8	+ 19	+ 55	— 20	+ 62	
	1961	+ 46	+ 21	+ 19	— 32	+ 54	
	1962	+ 9	+ 7	+ 44	— 14	+ 45	
	1963	— 4	+ 26	+ 28	+ 15	+ 65	
	1964	+ 17	+ 34	+ 67	+ 27	+145	
	1965	+ 2	+ 14	+ 62	— 4	+ 75	
	1966	+ 7	N/C	+ 49	— 38	+ 18	
	1967	— 21	— 9				1,282
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	
	1967	+ 66	+ 7				1,362
Total (e)	1960	+200	+212	+163	+122	+697	
	1961	+225	+159	+ 55	— 13	+426	
	1962	+ 77	+ 34	+ 55	+ 2	+169	
	1963	+121	+ 24	+ 32	+201	+377	
	1964	+209	+232	+189	+197	+828	
	1965	+195	+162	+173	+100	+629	
	1966	+249	+162	+ 85	— 92	+405	
	1967	+ 42	+ 6				10,346

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Table 5. The relationship of manufacturers' stocks to manufacturing production

Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·6
	2	133	125	98·5
	3	135	136	99·3
	4	134	132	102·0
1967	1	134	133	101·1
	2	134	133	101·5
	3			
	4			

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £5 6s. 8d.
being one year's subscription to the
BOARD OF TRADE JOURNAL.
The copy should be sent to:

Name .....

Address .....

.....

WHOLESALE PRICE INDEX NUMBERS

Output prices increase a little in the third quarter

PRICES OF MATERIALS and fuel used in manufacturing industry were slightly lower in the third quarter than in the preceding quarter. This was the net result of a slight hardening of prices in the non-food sector, which had been falling steadily since the second quarter of last year, and a decline of 1½ per cent in the provisional index for the food sector.

Output prices of home market sales of all manufactured products rose by ½ per cent in the third quarter due very largely to the increase in prices of petroleum products following the imposition of the import surcharge on oil products. The food sector remained unchanged from the level of the preceding two quarters.

Materials and fuel used in broad sectors of industry

The provisional index for materials and fuel used in the food manufacturing industries fell slightly in September to continue the easing back of prices which has occurred since May of this year. In the non-food industries there was little change in September compared with August. On a quarterly basis there were small rises in the third quarter index numbers for materials and fuel used in the engineering, timber, and paper industries and a rise of 1 per cent in the index for the chemical industries, reflecting the higher prices for crude oil. The index for the textile industries continued to decline with a fall of nearly 3 per cent between the third and the preceding quarter. All the index numbers for the various groups of industries remain below the high levels reached during 1966. The index numbers for construction and house building materials, which had been unchanged in the first half of the year, both rose by about ½ per cent in the third quarter.

Output of broad sectors of industry

On a quarterly basis the output prices of the food manufacturing industries have remained steady so far this year. In the non-food sector there were no significant movements in September other than a fall of nearly 1 per cent in the index for the output of the textile industries. Comparing the third quarter with the second quarter, there were marginal increases in the index numbers for the clothing, timber and paper industries and a rise of nearly ½ per cent in output prices of the engineering and allied industries. Of these groups of industries, only for clothing and footwear however is the index significantly higher than in the third quarter of last year, when the upward trend in prices levelled off. The chemicals index rose by nearly 1 per cent in the third quarter as a result of the increase in prices of petroleum products, consequential on higher prices for crude oil, but there was a further fall of over ½ per cent in the index for the textile industries.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966		1967			1966	1967							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	111·1	110·0	109·8	108·5	108·2*	109·7	110·1	109·3	108·6	108·8	108·2	107·8	108·4*	108·4*
	Basic materials	105·8	104·3	104·0	102·7	102·5*	104·2	104·3	103·4	102·8	103·1	102·3	102·1	102·5*	102·7*
	Fuel †	151·9	153·9	§153·6	§152·3	152·2*	152·0	§153·6	§153·6	§152·7	§152·0	§152·0	152·0	152·2*	152·2*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	114·6	113·0	112·0	109·8	110·3*	112·8	112·4	111·2	109·9	110·0	109·6	109·3	110·7*	110·8*
	Basic materials other than fuel	108·0	105·8	104·6	102·2	103·0*	105·9	105·1	103·6	102·2	102·5	102·0	101·9	103·5*	103·4*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·4	104·0	105·5	105·6	104·0*	104·0	105·9	105·2	105·6	105·9	105·1	104·8	103·8*	103·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·7	116·7	116·0	115·6	116·8*	117·3	116·2	115·9	115·5	115·4	115·8	116·4	116·9*	117·0*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	149·5	149·1	148·4	146·1	146·6*	147·2	148·7	147·5	145·9	145·8	146·4	146·6	146·5*	146·6*
361	Materials and fuel used in the electrical machinery industry.	144·2	142·2	141·1	137·8	138·2*	140·8	141·5	139·7	137·7	137·6	138·1	138·0	138·2*	138·4*
Order X	Materials and fuel used in the textile industries	97·6	95·1	94·7	94·3	91·6*	96·4	95·2	94·8	94·5	94·6	94·0	92·5	91·2*	91·2*
Order XIV	Materials and fuel used in the timber industries	122·7	122·8	122·6	122·4	122·6*	122·8	122·6	122·6	122·4	122·5	122·4	122·6	122·7*	122·6*
Order XV	Materials and fuel used in the paper industries	114·9	114·8	113·9	113·6	113·8*	114·9	113·9	113·8	113·7	113·5	113·6	113·8	113·8*	113·8*
Order XVII	Construction materials	134·3	133·8	133·7	133·7	134·4*	134·0	133·8	133·7	133·8	133·7	133·7	133·9	134·4*	135·0*
Part of Order XVII	House building materials	135·2	134·9	134·8	134·7	135·7*	134·8	134·8	134·8	134·7	134·7	134·8	135·0	135·7*	136·4*

*Provisional figure. †Revised figure for January 1967, 153·6. §Revised figure.

(Continued on page 905)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

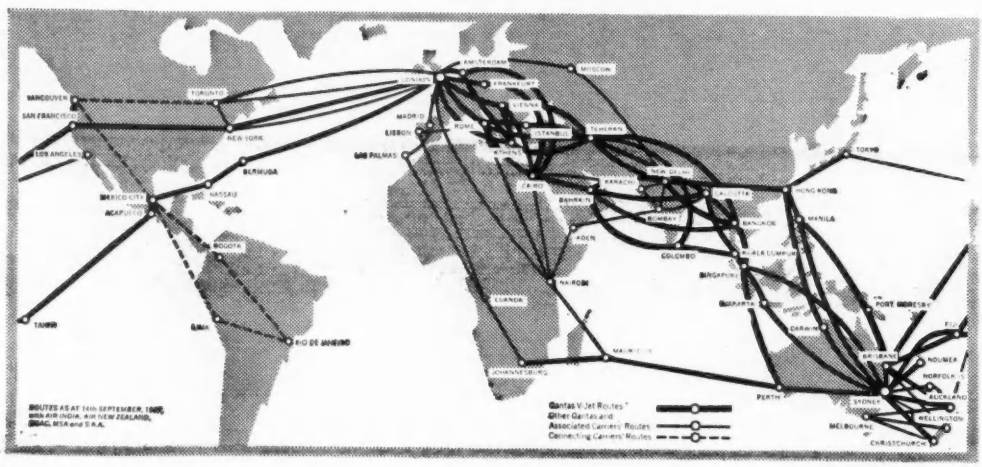
transport international

Moving merchandise to and from the Continent, swiftly, safely, economically, is something Evan Cook know all about. A huge fleet of modern pantechnicons, box vans and trailers provides door to door service for whatever you want transported—whether its machinery to Western Germany or razor blades to Milan. And your consignment stays on the same vehicle throughout.
That's why the name Evan Cook is synonymous with safe arrival—*of anything.*

EVAN COOK
(A Member of The Constantine Group)
134 Queens Road Peckham London SE15 Tel: 01-639 0224 Telex: 24381
Depots at Belfast, Tel: 51021 · Birmingham, Tel: Victoria 4003 · Liverpool, Tel: Central 2771

Are your exports missing out on any Major World Market?

Qantas can speed them there for you!



Wherever in the world you want to send your cargo, chances are Qantas can take it there. Qantas offers daily direct cargo flights to Australia and the Pacific. Frequent direct flights to the U.S.A., India, Africa, Asia, the Orient, Mexico and the Caribbean. Qantas lets you compete on equal terms in trade centres world-wide; even gives you the edge on competitors.
Qantas with its associated airlines offers you a world-wide coverage of the most important markets. See your cargo agent for details or 'phone Qantas.

QANTAS
AIR CARGO

QANTAS, with AIR INDIA and BOAC.

A.250

WHOLESALE PRICE INDEX NUMBERS, *continued*

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966		1967			1966	1967						
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	April	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products: Total sales	133·0	133·1	133·5	133·7	134·4*	133·0	133·5	133·5	133·7	133·6	133·6	134·3	134·4*	134·5*
	Home market sales	134·0	134·0	134·3	134·4	135·0*	134·0	134·4	134·3	134·4	134·4	134·2	134·8	135·0*	135·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	132·8	132·8	133·0	133·2	134·2*	132·8	133·0	133·0	132·2	133·1	133·2	134·1	134·2*	134·3*
	Home market sales	133·8	133·5	133·6	133·6	134·5*	133·8	133·6	133·6	133·6	133·6	133·5	134·4	134·6*	134·6*
211 to 229	Products of the food manufacturing industries: Home market sales	123·6	123·7	125·4	125·5	125·5*	123·3	125·7	125·5	125·7	125·8	125·2	125·4	125·4*	125·6*
263 to 277	Chemicals and allied industries: Total sales	109·2	108·8	108·9	108·8	109·7*	109·1	109·0	108·9	109·0	108·7	108·7	109·4	109·9*	110·0*
	Home market sales	110·2	110·0	110·0	109·9	110·8*	110·2	110·0	110·0	110·0	110·1	109·7	110·4	111·0*	111·1*
311 and 312	Iron and steel industries: Total sales	136·6	136·2	136·2	136·4	136·6*	136·4	136·0	136·1	136·1	136·6	136·6	136·6	136·6*	136·6*
	Home market sales	142·1	142·0	142·1	142·1	142·1*	142·1	142·1	142·1	142·1	142·1	142·1	142·1	142·1*	142·1*
Orders VI to IX	Engineering and allied industries: Total sales	138·8	138·7	139·0	139·6	140·4*	138·8	138·8	139·0	139·3	139·4	139·8	140·3	140·4*	140·4*
	Home market sales	137·7	137·1	137·3	137·2	137·7*	137·4	137·3	137·3	137·3	137·1	137·1	137·6	137·7*	137·8*
Order X	Textile industries other than clothing: Total sales	113·9	113·7	113·5	113·7	112·2*	113·6	113·7	113·3	113·7	114·1	113·3	112·4	112·3*	111·7*
	Home market sales	112·6	112·0	111·6	111·2	110·4*	112·6	111·6	111·4	111·2	111·2	111·1	110·8	110·7*	109·8*
Order XII	Clothing and footwear: Home market sales	119·9	120·2	120·3	120·3	120·5*	120·0	120·2	120·3	120·2	120·3	120·4	120·4	120·5*	120·5*
Order XIV	Timber industries: Home market sales	125·6	125·7	125·6	125·3	125·4*	125·7	125·6	125·5	125·3	125·3	125·3	125·3	125·4*	125·4*
481 to 483	Paper industries: Home market sales	120·6	120·6	120·6	120·7	120·9*	120·6	120·6	120·5	120·6	120·8	120·8	120·8	120·8*	121·0*
Order XVI	New construction‡	140	140	141	142		140		141			142			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

The Board of Trade

Export Service Bulletin

issued daily Monday to Friday inclusive

Contents

Market Pointers
Market Reports
Export Opportunities
Calls for Tenders
General Notices

Cost

10 guineas per annum (incluive of postage, quarterly 'World Economic Comments' and occasional special supplements devoted to particular countries).

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4
(Tel. 01-248 5757, Ext. 7058. Telex 25977, AB: Bothillgate Ldn.)

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967.

(monthly averages)

	1966	1967			
	Sept.	Mar.	July	Aug.	Sept.
Coal†	169·6	174·3	168·4	168·4*	168·4*
Slates	183·9	183·9	183·9	180·9	180·9
Salt	110·6	110·8	123·3	123·3	123·3
Flour	120·5	125·9	125·9	125·9	125·9
Sugar, refined	109·7	111·3	110·8	110·4	113·5*
Chocolate and sugar confectionery	111·0	113·3	113·8	113·8	114·1
Beer	136·2	136·2	136·4	136·4	136·4*
Tobacco and cigarettes	154·6	154·3	154·3	154·3	154·3
Hard coke	186·5	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	131·5	129·7	135·9	135·9	135·9
Medium fuel oil (950 secs.)	140·8	140·8	§160·3	§160·3	160·3
Lubricating oils and greases	131·4	131·2	132·4	132·4*	132·4*
General chemicals	104·6	103·0	103·1	104·0*	104·4*
Pharmaceutical chemicals	57·7	57·2	57·4	57·4*	57·5*
Pharmaceutical preparations	103·2	103·1	103·1	103·1*	103·1*
Toilet preparations	148·7	148·7	149·8	149·8*	149·8*
Paint for building and decorating	116·8	116·8	116·5	116·6	116·6*
Soap	155·0	154·8	153·6	153·6*	153·6*
Soapless detergents	106·4	106·4	101·8	101·8*	101·8*
Synthetic resins and plastic materials	74·5	73·8	73·5	73·6*	73·6*
Steel sheets	137·9	137·9	137·9	137·9	137·9*
Tinplate	131·7	129·8	129·8	129·8	129·8*
Other steel goods (excluding tubes)	141·5	141·6	141·7	141·7*	141·7*
Steel tubes	151·7	151·9	151·9	151·9	151·9*
Iron castings	156·2	156·2	156·3	156·3*	156·3*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·9	151·8	151·8	151·8	151·8
Rolled	142·2	142·2	142·2	142·2	142·2
Castings	152·8	152·8	155·5	155·5	155·5
Forgings	144·7	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	146·2	153·6	145·0	149·5	150·6
Photographic paper and films ,etc.	125·8	125·7	125·6	128·2	132·2
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	147·6	147·5	149·3	149·7	149·6*
Gramophone records	146·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	103·4	103·6	103·2	103·2	103·2*
Perambulators, etc.	130·7	131·2	131·2	131·2	131·3*
Tools and implements	156·4	157·2	157·8	160·7*	160·7*

	1966	1967			
	Sept.	Mar.	July	Aug.	Sept.
Cutlery	139·3	140·0	140·0	140·0*	140·0*
Cutlery (other than razors and razor blades)	149·1	151·2	151·2	151·2	151·2*
Spoons and forks	168·2	168·2	171·5	171·6	171·8*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	171·2	176·3	176·3	176·3	176·9*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	99·6	98·5	97·7	97·9	97·8
Spun rayon yarn	102·7	100·8	99·8	99·5*	99·6*
Irish linen yarns (wetspun)	127·6	125·3	122·4	120·8	120·8
Cotton cloth	107·6	105·9	105·2	105·0*	105·0*
Linen	137·3	139·2	138·2	138·2*	137·7*
Wool tops	78·7	73·2	70·4	68·8	66·3
Worsted yarns	98·1	94·7	93·0	91·5	85·0
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	104·1	102·4	102·8	102·4	95·4
Jute yarn	138·8	137·2	133·9	133·1	132·8
Jute piece-goods	147·6	147·6	147·6	147·6	147·6
Rope, twine and net	119·5	118·6	118·5	118·4*	117·9*
Hosiery and other knitted goods	103·2	102·8	102·5	102·4*	102·3*
Carpets and rugs	131·7	131·8	131·8	131·8*	131·8*
Canvas goods and sacks	116·8	108·6	102·9	102·0*	102·0*
Leather for footwear	131·2	125·3	123·0	122·1	122·1
Travel goods	136·9	138·2	135·9	135·9	136·1*
Made-up clothing	119·1	119·4	119·6	119·6*	119·7*
Weatherproof outerwear	107·4	107·3	107·2	107·2*	107·2*
Men's and boys' tailored outerwear	121·2	121·6	122·4	122·4*	122·4*
Women's and girls' tailored outerwear	117·6	117·8	117·8	117·9*	117·9*
Women's and girls' light outerwear	116·7	117·3	118·0	118·0	118·0*
Footwear (excluding rubber)	120·5	120·8	120·8	120·8*	120·7*
Refractory goods, including bricks	150·3	150·3	150·4	150·5*	150·5*
Non-refractory goods, including bricks	133·7	133·6	134·2	136·1*	136·4*
Building bricks, common, other than fletton, *ex works.*	141·6	141·1	142·1	144·0*	144·6*
Building bricks, fletton common, *delivered.*	120·0	120·0	120·3	123·5	123·5
Electrical porcelain	137·6	137·6	137·6	137·6	137·6
Domestic china and earthenware	161·7	161·9	161·9	161·9*	162·1*
Glass (other than containers)	142·7	142·7	142·7	143·4*	144·5*
Glass containers	130·7	130·7	129·3	129·3	129·3
Cement, delivered	128·0	128·0	128·0	130·1	132·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figures.
††1966. October, 127·9; November, 128·1; December, 127·4; 1967. January, 126·1; February, 125·7; March, 125·3; April, 125·0; May, 123·2; June,123·3.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **7s. 6d.** (*by post* 8*s.* 4*d.*). Annual Subscription **£5** including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

3 (a) *(Continued).* **Commodities produced in the United Kingdom—1954=100**

(monthly averages)

	1966	1967			
	Sept.	Mar.	July	Aug.	Sept.
Abrasive paper and cloth	132·1	132·1	132·1	132·1*	134·4
Cast stone and cast concrete products	118·2	117·9	117·9	117·9*	117·9*
Home-grown hardwood	107·7	106·9	107·0	107·0*	107·0*
Domestic furniture	127·9	127·6	127·4	127·5*	127·5*
Bedding, etc.	120·6	120·1	119·4	119·4	119·4*
Wooden boxes, packing cases, crates, etc.	129·4	130·6	129·2	129·0	128·6*
Paper and board	115·4	115·0	115·6	115·6*	115·5*
Cardboard boxes, cartons and fibreboard packing cases.	123·5	123·4	123·4	123·4*	123·9*
Wallpaper	138·0	142·7	142·7	142·7	142·7*
Paper bags	123·3	122·4	122·4	122·4	122·4*
Manufactured stationery	128·0	128·0	128·0	128·0*	128·0*
Other manufacturers of paper and board	114·4	115·7	115·9	116·1	116·1*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·8	122·8	122·9	123·0	123·0*
Rubber footwear	135·4	135·4	136·9	137·3	137·3*
Linoleum and felt base	151·4	151·4	151·4	151·4	151·4*
Brushes and brooms	145·4	145·5	145·7	145·7	145·7*
Toys and games	132·6	132·6	132·8	132·8	132·9*
Sports equipment	144·5	144·8	145·2	145·2	145·2*
Pens and pencils	116·2	116·2	116·2	116·2*	116·2*
Other stationers' goods	136·5	136·5	136·5	136·5	136·5
Plastic mouldings	106·8	108·0	108·1	108·4*	108·4*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1966	1967			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	120·5	103·7	91·1	87·7	88·3
Imported	130·7	119·4	103·3	98·6	100·9
Native	105·1	80·1	72·9	71·3	69·3
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	164·0	160·2	145·5	152·4	154·6
Lead, ex-ship, wharf or warehouse†	95·0	85·9	87·0	87·7	85·4
Nickel, refined, delivered	131·9	144·3	144·3	144·3	148·7
Tin, ingot, min. 99·75 per cent, settlement price	170·3	167·2	169·4	165·9	164·6
Zinc, ex-ship, wharf or warehouse	125·4	129·5	123·9	124·6	122·7
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	104·7	104·2	103·7	109·6	118·2*
Palm oil, c.i.f., in bulk	105·0	101·8	101·8	101·8	101·8*
Whale oil, acid, soft, naked, ex-works	88·9	57·7	39·0	42·8	43·8*
Pyrites, c.i.f., United Kingdom ports	71·3	68·2	74·0	75·0	77·8
Rubber, No. 1 R.S.S. one month future	90·3	84·8	84·3	80·3	77·5
Sulphur, crude (for acid making), c.i.f.	139·7	122·9	121·5	121·5	121·5
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·4	153·9	159·2	158·5	157·8*
Cotton, raw	65·3	66·6	67·3	67·5	68·3
Jute, raw, 'Export Hearts', c.i.f. Dundee§§	—	181·6	153·4	154·4	152·8
Jute, raw, "Export Lightnings, c.i.f. Dundee	159·9	169·9	142·8	142·7	141·6
Silk, raw, delivered mill	177·1	184·7	200·5	211·6	213·4*
Sisal, East Africa No. 1 Grade, c.i.f. London	95·5	88·1	78·2	74·9	73·5*
Wool, raw	83·2	77·2	73·6	70·0	69·8*
Crossbred, medium and coarse, c.i.f. UK	84·9	80·9	70·7	72·5	72·5*
Crossbred, fine, c.i.f. UK	88·2	80·8	76·7	72·8	72·8*
Merino, c.i.f. UK	79·9	74·4	73·4	67·8	67·8*
Timber:					
Imported hardwood (ex-yard or wharf)	118·2	119·0	120·1	120·4	120·7*
Imported plywood (delivered to consumers)	117·2	113·1	111·4	111·4	111·7
Imported softwood (delivered to consumers)	119·2	118·2	118·3	118·3	118·3
Woodpulp, imported	100·7	100·4	100·5	100·5*	100·5*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

§§Earlier figures for this new series were published in the issue of September 15 as applying to 1968 in error, instead of 1967.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed ,to Statistics Division, Board of Trade, Room 620 Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) are published only in the annual article, which normally appears in February. They were last published in the issue of February 24, 1967.

Government Publications

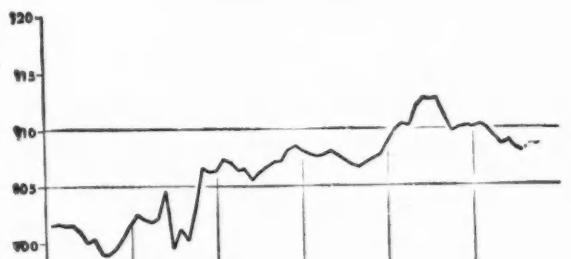
required by customers in the West of England may be obtained quickly from

Her Majesty's Stationery Office, 50 Fairfax Street, Bristol 2.

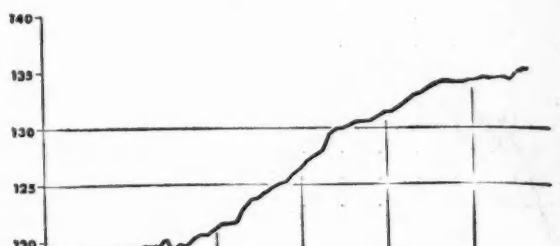
WHOLESALE PRICE INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

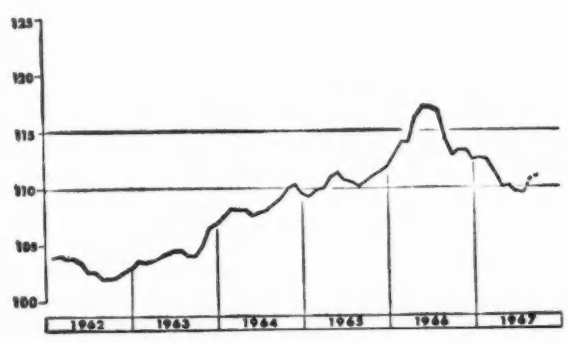


OUTPUT (HOME MARKET)

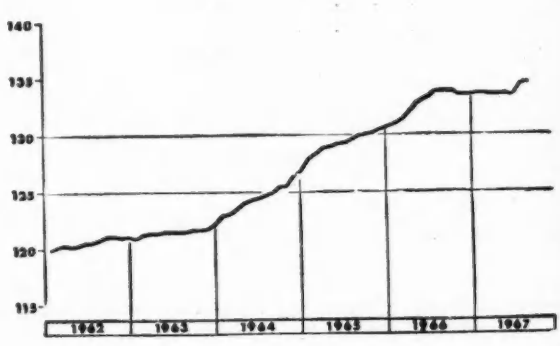


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

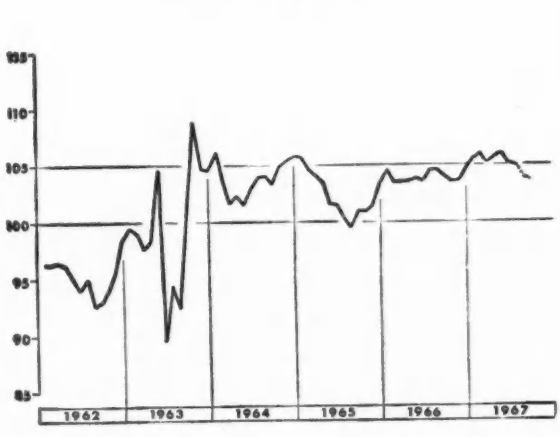


OUTPUT (HOME MARKET)

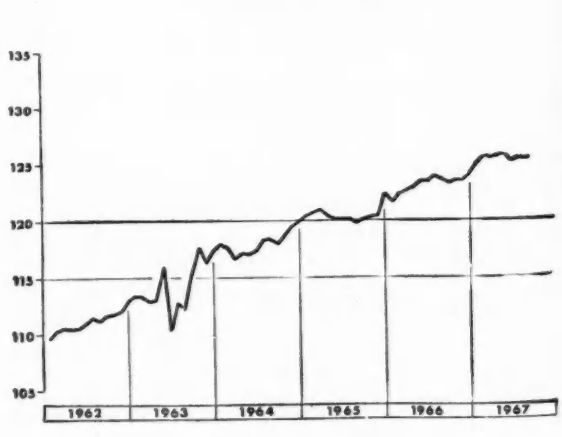


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)



National Food Survey: household food consumption in first quarter of 1967

A SUMMARY of the results of the National Food Survey for the first quarter of 1967 is presented in the accompanying table.

Average household food expenditure in the first quarter of 1967 was estimated to be 35s. 11d. per person per week, 1d. (0.2 per cent) more than in the previous quarter and 11d. (2.5 per cent) more than in the first quarter of 1966. The latter increase was due partly to increased purchases of beef, cheese and bread, and partly to higher average prices for bacon, vegetables and fresh fruit.

Average consumption of liquid milk continued at a level of almost 5 pints per person per week; purchases of eggs were slightly lower than in the first quarter of 1966. The average consumption of both butter and margarine was a little higher than a year earlier, the latter increase being contrary to the recent downward trend in margarine consumption.

Although average consumption of carcase meat did not reach the level of the previous quarter, it was almost the same as in the first quarter of 1966 despite an appreciable decline in supplies of pork; a decrease of about 13 per cent in pork consumption over the year was offset by an increase of 4 per cent in beef. Consumption of sausages, bacon, poultry and offals was somewhat lower than it had been a year earlier, but there were some compensating increases in the consumption of canned meats and quick-frozen meat products. Consumption of fresh white filleted fish was also rather lower than a year earlier, but that of other kinds of fish was maintained. A decrease of 4 per cent in the average consumption of potatoes was accompanied by an increased consumption of canned peas and beans with very little change in other vegetables or fresh fruit.

Purchases of bread were some 4 per cent higher than a year earlier at higher average prices. Purchases of biscuits were also higher, but those of cakes were below the 1966 level. The consumption of tea, which had been declining for some years, recovered to an average of 2.8 oz. per person per week, and although the consumption of instant coffee was slightly lower than in the previous quarter or the first quarter of 1966, the longer term trend still appeared to be upward.

Some additional results by type of household appear in the *Monthly Digest of Statistics*. A table showing the extent to which estimated calorie, protein and calcium intakes met the allowances recommended by the British Medical Association was included in the previous quarterly article, published on June 16; these figures will be brought up to date in the next quarter. Particulars of the sampling scheme and the technique of the survey may be found in the detailed annual reports of the National Food Survey Committee[1]. The survey does not include meals bought outside the home, purchases of sweets, soft drinks or any casual food purchases which do not enter the household supply.

(1) Domestic Food Consumption and Expenditure: 1964 HMSO 1966.

Estimates of average household food consumption

oz. per person per week (a)

	Year 1965	Year 1966 (d)	Jan.-Mar. 1966 (d)	Oct.-Dec. 1966 (d)	Jan.-Mar. 1967
Total Domestic Food Expenditure	34s. 5d.	35s. 11d.	35s. 0d.	35s. 10d.	35s. 11d.
Liquid milk (pints)	4·85	4·93	4·93	4·96	4·92
Other milk (eq. pints)	0·31	0·38	0·37	0·40	0·36
Cheese	3·20	3·11	2·97	3·11	3·28
Butter	6·10	6·09	5·98	6·28	6·16
Margarine	3·04	2·79	2·78	2·95	3·11
Lard and compound cooking fat	2·12	2·13	2·15	2·24	2·12
Eggs: purchases (number)	4·47	4·50	4·67	4·45	4·39
consumption (number)	4·78	4·77	4·90	4·69	4·60
Preserves	2·99	2·84	2·81	2·90	2·81
Sugar	17·56	17·05	16·65	17·59	17·70
Beef and veal	8·08	8·13	8·61	9·20	8·96
Mutton and lamb	5·90	6·28	5·93	6·42	5·87
Pork	2·80	2·76	2·97	2·69	2·58
Bacon and ham, uncooked	5·43	5·30	5·43	4·95	5·12
Bacon and ham, cooked (including canned)	0·89	0·95	0·84	0·87	0·87
Poultry and cooked chicken	3·51	4·06	4·20	3·45	3·74
Other cooked meat (not canned)	0·68	0·68	0·63	0·65	0·62
Other canned meat	2·24	2·02	1·88	1·94	2·08
Offals	1·40	1·44	1·61	1·56	1·46
Sausages, uncooked	3·72	3·59	3·77	3·70	3·58
Other meat products: meat pies (b)	2·35	0·75	0·68	0·75	0·69
Other		1·66	1·68	1·76	1·97
Fish, fresh and processed	4·32	4·18	4·34	4·21	4·05
Canned fish	0·80	0·87	0·78	0·75	0·74
Fish and fish products, quick frozen	0·65	0·74	0·78	0·73	0·79
Fresh green vegetables	14·31	13·50	10·91	12·70	10·80
Other fresh vegetables	10·39	9·94	10·76	12·11	10·70
Quick frozen vegetables	0·97	1·34	1·29	1·27	1·22
Canned peas	2·95	2·91	2·99	2·93	3·16
Canned beans	3·22	3·24	3·23	3·21	3·70
Potatoes: purchases	48·38	47·56	53·25	50·36	51·92
consumption	53·24	52·49	57·01	55·57	54·51
Citrus fruit	4·32	4·68	6·33	3·59	6·50
Bananas	3·56	3·58	3·29	3·44	3·08
Apples	7·36	7·33	7·03	8·34	6·96
Fresh tomatoes	3·92	3·98	2·16	3·28	2·20
All other fresh fruit	3·54	3·56	1·83	1·96	1·36
Canned fruit	5·58	5·55	5·20	5·06	5·21
Dried fruit, nuts and fruit and nut products	1·18	1·19	0·97	2·03	0·97
Flour	6·09	5·95	6·14	6·18	6·05
White bread	34·32	32·57	32·27	32·48	33·65
Brown, wholewheat and wholemeal bread	3·53	3·41	3·41	3·17	3·38
Other bread	2·75	2·66	2·51	2·57	2·57
Buns, scones and teacakes	1·88	1·60	1·94	1·62	1·61
Cakes and pastries	4·82	4·86	4·80	4·71	4·15
Chocolate biscuits	1·07	0·94	0·94	0·98	0·99
Other biscuits	4·76	4·66	4·34	4·92	4·49
Breakfast cereals	1·97	2·25	1·90	2·27	2·20
Oatmeal and oat products	0·99	0·67	0·77	0·95	0·86
Canned milk puddings (c)	1·54	1·45	1·53	1·30	1·57
Tea	2·61	2·64	2·60	2·69	2·79
Instant coffee	0·26	0·29	0·32	0·32	0·29
Canned soups	3·00	3·10	4·02	3·47	3·59
Pickles and sauces	1·15	1·24	1·14	1·44	1·24

(a) Except where otherwise stated.
(b) Not available as separate items before 1966.
(c) Figures prior to 1966 relate to all puddings.
(d) Revised figures.

Source: Ministry of Agriculture, Fisheries and Food.

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff

Turnover of the catering trades, laundries and dry cleaners and hairdressers in August 1967

IN AUGUST the value of the turnover of the catering trades of laundries and dry cleaners, and of hairdressers showed much the same changes compared with August 1966 as did the previous three months on average compared with the turnover in the corresponding months of the previous year. The catering and hairdressing trades showed an increase of 2 per cent in August, laundry and dry cleaning a decline of 1 per cent.

Catering trades

The increase in the turnover of the catering trades in the first eight months of 1967 compared with the same eight months of 1966 averaged 2 per cent, very much smaller than the 5 and 6 per cent increases recorded for 1966 and 1965. The turnover of public houses was well maintained in August with an increase of 4 per cent compared with August 1966. Turnover of hotels and holiday-camps for the three summer months of June, July and August taken together showed no increase above the comparable period in 1966, in contrast with the average increase of 5 per cent in the first half of the year, suggesting that holiday spending this year has been restrained.

Laundries and dry cleaners

The turnover of laundries and dry cleaners continued to be dull, showing a decline of 1 per cent compared with last August, the same decline as was recorded for July, and in contrast with the increase of 1 per cent in the first six months of the year. The decline was again particularly marked for dry cleaners.

Hairdressers

The 2 per cent increase in the trade of both men's hairdressers and women's hairdressers for August resulted in much the same average growth of turnover in the first eight months of 1967 as prevailed in 1966 and 1965.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		100	115			95	98	104	108	111	123	133	133				
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967	+2*	+4	+1			+4	+4	+5	−1	+1	+2	+3	+2				
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		82	120			74	79	90	97	116	143	161	166				
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967	+3*	+7	+3			+4	+8	+9	+1	+4	+3	−2	Nil				
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967		100	110			95	102	102	107	105	117	132	137				
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967	+1*	+3	Nil			+2	+4	+3	Nil	−1	+1	−1	+2				
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		103	117			99	101	109	111	114	124	131	128				
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967	+4*	+6	+1			+5	+5	+6	−3	+1	+3	+7	+4				
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		108	105			109	110	105	111	107	100	94	90				
	1966	+2	+4	+2	+2	−1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	−1	−2
	1967	−1*	−2	Nil			+2	−1	−6	+7	−3	−3	−1	−3				

* January-August.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The August 1967 period was the four weeks from July 30, 1967 to August 26, 1967, the August 1966 period was from July 31, 1966, to August 27, 1966.

(b) Includes catering contractors other than outside catering contractors, which are included with restuarants, cafes, etc.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967		122	131			118	126	121	130	131	130	130	125				
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967	+1*	+1	+2			+5	+3	—5	+8	—3	+1	—1	—1				
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967		120	127			120	123	117	126	128	127	128	121				
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+3	+4	+3	+2	+2	+3	+4	+3
	1967	+1*	—1	+2			+4	+1	—5	+7	—1	+1	+1	Nil				
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967		125	137			114	131	128	138	137	136	134	130				
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4
	1967	+1*	+3	+1			+8	+8	—4	+9	—5	+1	—3	—2				

* January-August.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967		114	117			110	113	116	117	118	117	122	121				
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967	+2*	+4	+1			+5	+5	+2	+1	+1	+2	+1	+2				
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967		117	119			119	117	115	115	118	123	130	126				
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967	+3*	+4	+2			+4	+6	+3	+1	+1	+3	+3	+2				
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967		112	117			107	112	117	117	119	115	119	119				
	1966	+2	+4	+1	+3	+2	+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967	+2*	+4	+1			+5	+5	+2	+1	+1	+2	Nil	+2				

* January-August.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Shipping movement at United Kingdom ports

Foreign and coastal trade movements during April 1967

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during April 1967, amounted to 14,334 thousand net tons; this was 5.6 per cent more than the tonnage for April 1966. Commonwealth vessels accounted for 6,249 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo in the first four months of the year showed an increase of 4,901 thousand net tons when compared with the same period for 1966.

There was a 7.6 per cent decrease in the total net tonnage of coasting trade arrivals and departures with cargo for the month of April 1967, and a 3.6 per cent decrease for the first four months of the year compared with 1966.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Entered: Number of Vessels	Entered: Total (Thousand Net Tons)	Entered: United Kingdom (Thousand Net Tons)	Entered: Other (1) Commonwealth (Thousand Net Tons)	Entered: Foreign (Thousand Net Tons)	Cleared: Number of Vessels	Cleared: Total (Thousand Net Tons)	Cleared: United Kingdom (Thousand Net Tons)	Cleared: Other (1) Commonwealth (Thousand Net Tons)	Cleared: Foreign (Thousand Net Tons)
With cargo: Month of April 1966	4,915	8,924	3,801	189	4,934	4,158	4,654	2,294	153	2,207
Month of April 1967	5,590	9,469	3,696	189	5,583	4,282	4,865	2,244	120	2,501
Four months ending April 1966	19,953	34,262	14,578	679	19,005	17,186	18,056	8,965	570	8,522
Four months ending April 1967	21,474	37,323	14,007	780	22,535	17,488	19,218	8,812	514	9,893
In ballast: Month of April 1966	1,433	2,013	914	37	1,062	2,467	6,808	2,640	121	4,046
Month of April 1967	1,256	1,770	767	24	979	2,597	6,399	2,214	65	4,120
Four months ending April 1966	5,402	7,274	3,320	152	3,801	9,014	25,365	9,506	426	15,433
Four months ending April 1967	5,275	7,604	3,441	156	4,007	9,582	26,323	8,833	360	17,131

(1) Includes Irish Republic and South Africa.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Robert Hough

WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

RH ESTABLISHED 1860

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	April		Four months ended April		April		Four months ended April	
	1966	1967	1966	1967	1966	1967	1966	1967
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,582	1,640	6,307	6,140	1,338	1,313	5,463	5,174
Other Commonwealth	123	127	491	508	143	123	560	496
Foreign	3,210	3,823	13,155	14,826	2,677	2,846	11,163	11,818
Total	4,915	5,590	19,953	21,474	4,158	4,282	17,186	17,488
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,801	3,696	14,578	14,007	2,294	2,244	8,965	8,812
Registered in Canada	—	—	7	1	—	—	14	—
Registered in other countries	189	189	671	779	153	120	556	514
Soviet	68	87	227	389	21	17	134	74
Finnish	69	97	240	323	39	35	131	166
Swedish	347	544	1,100	1,719	153	216	449	770
Norwegian	1,089	1,190	4,504	5,013	412	460	1,616	1,625
Danish	288	254	1,099	999	163	163	594	716
Polish	18	19	77	97	15	11	45	48
German (Federal Republic)	346	395	1,355	1,611	238	265	953	1,072
Dutch	493	604	2,088	2,161	356	399	1,556	1,666
Belgian	220	191	774	773	148	130	568	621
French	360	263	1,170	1,079	204	134	693	721
Spanish	58	61	239	237	55	58	250	256
Italian	147	154	496	582	10	49	54	104
Yugoslav	4	22	34	107	7	7	24	35
Greek	164	176	681	807	68	51	259	256
United States of America	137	181	662	882	155	182	511	694
Panamanian	147	99	582	731	28	56	153	152
Liberian	824	1,007	2,964	4,079	21	132	181	349
Other	155	238	714	946	113	136	350	568
Total foreign	4,934	5,583	19,005	22,535	2,207	2,501	8,521	9,893
TOTAL	8,924	9,469	34,262	37,323	4,654	4,865	18,056	19,218
Trading areas:								
Irish Republic	377	367	1,412	1,328	388	386	1,504	1,392
Northern Europe (Foreign)	1,975	2,299	7,829	8,916	1,583	1,836	6,846	7,700
Europe (Atlantic) and Western Mediterranean Countries	1,067	1,111	3,757	4,014	616	687	2,557	2,525
Central and Eastern Mediterranean Countries	953	1,068	4,405	4,064	160	160	568	677
West and South Africa	726	673	2,754	2,732	261	214	985	933
East Africa, Persian Gulf, India	1,297	1,666	4,900	7,044	210	173	829	853
Eastern Asia and Islands in the Pacific	200	277	933	1,090	192	248	756	938
Australasia	336	298	1,252	1,039	163	145	681	590
North America (Atlantic Coast)	965	760	3,092	3,071	826	718	2,245	2,351
West Indies and Central America (Atlantic Coast)	749	738	2,861	3,242	163	190	611	840
South America (Atlantic Coast)	195	65	636	270	61	24	280	155
South and Central America (Pacific Coast)	32	44	139	100	19	21	61	81
North America (Pacific Coast)	47	97	264	388	11	60	133	177
Other areas	5	7	28	23	—	1	1	6
Total Commonwealth Countries (1)	2,691	2,631	9,932	9,837	1,258	1,126	4,949	4,199
Total Foreign Countries	6,233	6,838	24,330	27,485	3,396	3,739	13,108	15,019
TOTAL	8,924	9,469	34,262	37,323	4,654	4,865	18,056	19,218

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports, January-April 1967

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	3	2	9	10	12	25	8	17	31	13	28	36
Bristol	1,364	1,183	573	1,409	1,208	595	179	180	184	1,433	1,241	541
Cardiff	465	512	274	595	624	344	172	224	124	650	604	315
Dover	1,297	1,524	1,228	2,013	2,418	1,916	1,170	1,428	1,089	1,977	2,371	1,894
Falmouth (inc. Truro)	39	16	10	535	326	90	17	13	7	644	466	105
Folkestone	232	155	119	342	210	154	189	170	127	246	211	154
Grimsby (inc. Immingham)	1,128	1,163	913	1,278	1,326	1,014	325	468	414	1,168	1,335	1,037
Harwich	1,613	1,883	1,510	1,688	1,953	1,591	1,642	1,817	1,465	1,706	1,941	1,586
Holyhead	420	435	324	427	438	330	421	435	323	429	443	334
Hull	1,511	1,699	1,365	1,607	1,835	1,504	626	912	1,040	1,636	1,808	1,509
Lancaster	60	123	18	63	128	34	29	4	15	90	158	37
Liverpool	4,660	4,809	1,790	5,609	5,643	2,087	2,221	2,212	1,286	5,799	5,762	2,050
London	9,831	10,898	4,820	12,265	13,215	5,754	4,887	4,985	3,456	12,533	12,608	5,764
Manchester (inc. Runcorn)	1,948	2,061	938	2,057	2,192	1,075	518	611	692	1,723	1,856	1,098
Middlesbrough	968	1,118	528	1,210	1,535	739	598	767	481	1,312	1,580	748
Milford Haven	2,475	2,901	227	2,727	3,324	415	353	561	147	2,679	3,175	357
Newhaven	134	169	176	148	174	187	134	153	170	144	158	184
Newport (Mon.)	442	309	205	626	514	317	332	327	297	689	545	359
Plymouth	108	94	176	139	136	305	246	62	168	312	131	295
Southampton	4,360	4,909	893	5,220	5,753	1,143	1,887	2,035	731	5,515	5,789	1,125
Swansea	192	241	134	637	673	414	616	661	462	760	827	514
Tyne Ports	648	700	472	978	992	577	390	384	324	1,239	1,047	545
Glasgow	1,760	1,684	480	1,999	1,910	553	859	735	302	2,045	2,101	579
Grangemouth	376	479	408	492	593	482	393	438	359	615	603	479
Greenock	125	90	33	562	332	82	39	35	22	549	271	61
Leith	268	256	361	277	263	371	102	98	222	221	227	338
Belfast	614	653	365	685	709	435	175	139	145	550	789	377
Other Ports	2,691	2,775	5,542	3,424	3,601	7,332	1,576	1,708	4,660	3,425	3,777	7,585
TOTAL	39,732	42,841	23,891	49,021	52,039	29,865	20,097	21,580	18,743	50,155	51,854	30,006

(*Continued on next page*)

SHIPPING MOVEMENT AT UK PORTS, *continued*

Table 4. Coasting trade arrivals and departures at principal ports, January-April 1967

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	2	3	18	555	429	569	556	423	543	561	435	561
Bristol	544	519	351	699	632	1,021	298	213	683	706	658	1,115
Cardiff	196	195	226	448	329	604	145	79	311	392	290	637
Cowes	531	601	2,693	1,247	1,349	5,758	482	565	2,451	1,241	1,345	5,744
Falmouth	54	40	67	258	343	241	37	33	108	88	166	202
Hartlepool	12	14	31	151	182	244	127	148	160	164	177	205
Hull	398	380	155	704	600	492	351	214	252	627	595	477
Immingham	213	252	61	617	605	326	448	294	211	693	437	265
Lancaster	485	467	315	546	530	513	519	407	489	558	490	506
Liverpool	1,023	764	875	1,420	1,125	1,374	950	725	972	1,476	1,312	1,465
London	2,575	2,353	1,793	3,332	3,207	2,902	885	883	988	3,522	3,214	2,819
Manchester	407	386	246	576	530	585	277	254	325	616	559	579
Middlesbrough	132	120	119	412	461	508	157	151	284	375	376	472
Milford Haven	96	139	34	1,326	1,134	578	1,417	1,327	629	1,480	1,388	660
Newport (Mon.)	144	106	420	219	167	495	5	3	12	154	121	450
Portsmouth	132	133	632	897	922	3,789	27	27	285	887	896	3,740
Preston	376	355	712	416	401	817	351	350	695	430	420	843
Southampton	853	886	2,708	1,827	1,971	3,651	1,531	1,776	3,040	1,757	2,001	3,686
Sunderland	66	76	80	526	499	613	439	388	472	506	465	588
Swansea	38	55	131	602	628	1,278	427	419	1,036	475	497	1,171
Tyne Ports	257	215	61	1,165	1,125	781	586	543	548	902	960	799
Glasgow	416	455	369	655	720	528	298	259	318	646	489	493
Belfast	2,090	2,001	2,368	2,172	2,133	2,597	1,684	1,861	1,918	2,201	2,335	2,781
Other Ports	4,520	4,666	9,863	6,122	6,082	13,757	3,190	3,119	5,885	6,069	5,922	13,595
TOTAL	15,561	15,180	24,328	26,892	26,103	44,021	15,188	14,462	22,165	26,526	25,552	43,853

Table 5. Shipping movement at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of April 1966	5,716	3,309	2,673	636	5,563	3,357	2,663	693
Month of April 1967	5,356	3,102	2,402	700	5,071	3,037	2,305	732
Four months ending April 1966	22,342	13,212	10,435	2,777	21,739	13,391	10,372	3,018
Four months ending April 1967	21,306	12,921	10,074	2,846	20,353	12,492	9,633	2,859
In ballast: Month of April 1966	5,066	2,866	2,205	661	5,157	2,775	2,208	567
Month of April 1967	4,948	2,698	2,075	624	5,193	2,615	2,036	579
Four months ending April 1966	19,851	11,231	8,617	2,614	20,012	10,661	8,399	2,262
Four months ending April 1967	19,415	10,778	8,096	2,681	19,977	10,454	7,962	2,492
Coasting Trade – United Kingdom								
With cargo: Month of April 1966	6,551	3,886	3,165	721	6,141	3,806	3,051	754
Month of April 1967	6,099	3,645	2,878	767	5,597	3,472	2,682	790
Four months ending April 1966	25,734	15,561	12,512	3,049	23,987	15,188	11,962	3,225
Four months ending April 1967	24,328	15,180	11,995	3,184	22,615	14,462	11,176	3,286
In ballast: Month of April 1966	5,135	2,888	2,222	666	5,523	2,948	2,349	599
Month of April 1966	5,013	2,732	2,106	627	5,526	2,785	2,189	596
Four months ending April 1966	20,112	11,331	8,672	2,659	21,509	11,338	8,960	2,378
Four months ending April 1967	19,693	10,923	8,207	2,716	21,238	11,090	8,482	2,608

(a) Commonwealth and Irish Republic.

Three million overseas visitors to Britain in 1966

IN 1966 Britain received for the first time in one year a total of more than 3 million overseas visitors, says the annual report of the British Travel Association, Britain's official tourist organization, which was published on October 4.

The report says Britain's tourist arrivals during the year numbered 3,184,000, which was a rise of 15 per cent over 1965. The country's earnings from this traffic, including fares paid by visitors to British carriers, increased by £29 million to £350 million.

It says 1966 was a year of achievement, of promise – and also, it must be admitted, of frustration. It was a year in which Britain reached and left behind another milestone in its development as an international tourist resort – the arrival, for the first time in one year, of 3 million overseas visitors.

It goes on: 'The achievement of each successive "million milestone" is naturally a matter for satisfaction and congratulation, but it is equally important to take note of the placing of the milestones.

'After the inauguration of the post-war "Come to Britain" campaign, it took us exactly a decade to build up a million visitors a year (1955). We topped the 2 million mark for the first time in 1963, so there was a gap of only eight years between the first and second milestones; and now, with the achievement of 3 million visitors in 1966, we have narrowed the gap to three years.'

The report says that even more impressive than the rapid growth of Britain's tourist traffic is the fact that the rate of growth is increasing and seems likely to continue to do so. 'By the end of 1970', it comments, 'we can expect to be receiving overseas visitors at a rate of 5 million a year, representing a foreign-currency earning in the region of £500 million, including fares paid by visitors to British carriers.'

Orders in the footwear industry

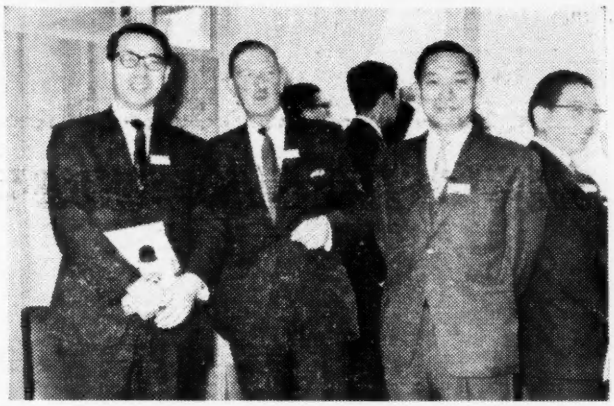
THERE was a noticeable improvement in footwear ordering in August; net new orders received were 21 per cent more than in the corresponding month of 1966. However, in the three months ending August net new orders received were still 4 per cent below the level of the same three months last year. Deliveries, which also increased in August, were 1 per cent less in the three months June to August than in the corresponding period of 1966. At the end of August, orders-on-hand were 9 per cent less than at the end of August 1966.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P 17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
1966 June	46·5	14·5	14·8
July	39·3	8·0	15·2
August	34·5	9·4	14·2
September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July*	34·6	7·2	14·5
August*	31·4	11·4	14·6

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.



Mr. K. Cruickshank, a general manager of the National Provincial Bank, talking to Japanese bankers, who were guests at a luncheon at the bank's headquarters at Drapers Gardens. The occasion was the first of a series of similar luncheons to be held at the bank to entertain the bank's foreign connections.

Gold and convertible currency reserves in September

HM TREASURY announce that gold and convertible currency reserves fell by £9 million during September to stand at £976 million at the end of the month.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:
Wood Chipboard for August 1967
Railway Carriages and Wagons for July 1967
Paper and Film Bags for July 1967

Quarterly at 7s. 6d. a year, post free:
Rotating Electrical Machinery for April-June 1967
Electric Lamps for April-June 1967

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 6, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 35:					
The Spoilers	Br/E 32676	10	October 2	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Penthouse	Br/E 32685	96	October 4	Paramount Film Service Ltd.	Tahiti Films Ltd.
Sunday Thoughts Series 15:					
No. 7. In Remembrance	Br/E 32686	3	October 5	Rank Film Distributors Ltd.	Religious Films Ltd.
No. 8. The Expert	Br/E 32687	3	October 5	" "	" "
No. 9. The Practical Joke	Br/E 32688	3	October 5	" "	" "
No. 10. The Real Thing	Br/E 32689	3	October 5	" "	" "
No. 11. Pride	Br/E 32690	3	October 5	" "	" "
No. 12. True Value	Br/E 32691	3	October 5	" "	" "
Quatermass and the Pit	Br/E 32692	98	October 6	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Pathe News 67-79	Br/E 32317	7	October 6	" "	Associated British-Pathe Ltd.
Pathe News 67-80	Br/E 32318	8	October 6	" "	" "
Movietone News 1999	Br/E 32451	7	October 6	" "	British Movietonews Ltd.
Movietone News 1999A	Br/E 32452	7	October 6	" "	" "
FOREIGN					
Persona	F 32677	85	October 2	United Artists Corp. Ltd.	Svensk Filmindustri, Stockholm.
Fortunat	F 32678	132	October 2	Contemporary Films Ltd.	Cinema et Television Cinetel, Paris.
Bitter Fruit (Soledad)	F 32679	93	October 2	" "	Terrafilm, Paris, Avala, Belgrade and Prodi Cinematografica, Rome.
Every Young Man	F 32680	85	October 2	" "	Ceskoslovensky Filmexport, Prague.
Under the Eagle's Wing	F 32681	17	October 2	" "	Difuzarii Filmelor, Bucharest.
The Hangman	F 32682	11	October 2	" "	Leslie Goldman.
Love and Film	F 32683	11	October 2	" "	Yugoslavia Film, Belgrade.
From Bed to Worse	F 32684	17	October 3	D.U.K. Films Ltd.	Film Exco, Rome.

AMENDMENT TO THE REGISTER:
The particulars of the film 'The Game is Over' (F 32506) registered on July 10, 1967, has been amended to include the additional title 'La Curée.'

British construction work overseas 1966-67

Contributed by the Ministry of Public Building and Works

Pedestrian precinct in a development of 1,000 houses, three schools, three kindergartens and 20 shops at La Linea, Spain, by Hispano Costain de Construcciones SA, a member of the British Costain Group. The work was undertaken under a £2 million contract for the Ministry of Housing.

IN THE YEAR ended March 1967, over one hundred British building and civil engineering firms reported work to the value of £172 million carried out in one hundred and four different overseas countries according to figures compiled by the Ministry of Public Building and Works. This was slightly higher in total value than in the previous year.

New contracts obtained during the period fell by some £20 million to £170 million although experience varied in different parts of the world. A notable exception to the downward trend was in Europe where the value of new contracts rose slightly. An encouraging feature which may augur well for the future is the indication that the number of new firms obtaining contracts overseas for the first time has increased again this year.

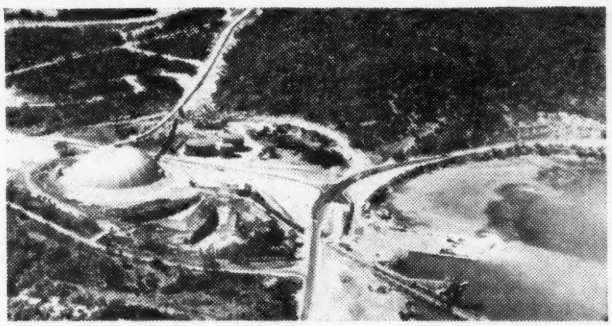
The table (on page 919) gives an analysis of the contracts obtained and work done overseas by British firms during the past three years.

Costain SA, a member of the Costain Group, who have been breaking new ground in Belgium, have obtained a contract for the construction of a food depot there, which is thought to be the first contract awarded by a Belgium company to a British contractor to build in Belgium. Costain also negotiated another contract to design and build a factory and offices at Seneffe in Belgium. A subsidiary of the British Costain group obtained a contract to build a brewery near Barcelona; and a new company, Ibero Costain SA has been formed jointly by Costain with a Spanish group to undertake property development in Spain. The Spanish associate company of the Laing Group was awarded two contracts for the construction of a new airport terminal building at Barajas Airport, the international airport serving Madrid, and a pharmaceutical laboratory in Madrid. Road contracts to the value of over £1 million were secured by Wimpey Espanola, the subsidiary in Spain of George Wimpey & Co. Ltd., in conjunction with an associated company. Cintec SA, which is the associated company of W. & C. French Ltd., was particularly successful in Spain, securing road and tunnel contracts to the value of £3 million and a contract for the construction of two water towers.

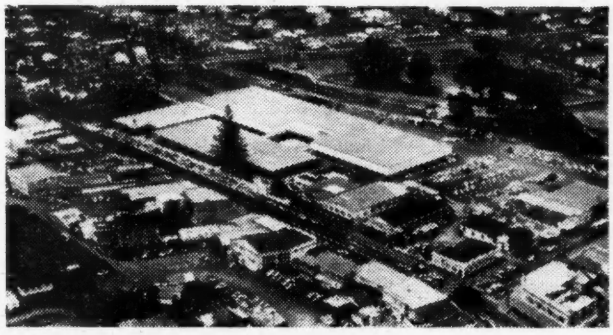
In North America, British Insulated Callender's Construction Co. Ltd., received an order from the Newfoundland Government for the supply of a 200 ft. Callender-Hamilton Bridge. The bridge will be erected over the Isle aux Morts River in South Newfoundland and will form a link in the highway which the Newfoundland Government is constructing along the South coast of Newfoundland. British firms continued to be active in Canada, where Anglin Norcross, the Cubitt Group's Canadian subsidiary, obtained a number of valuable contracts. The largest of these contracts is for the construction of the Alexis Nihon Plaza in Montreal, which is the first phase of a £10¾ million development that will provide over 600,000 sq. ft. of letting space and a three level garage for 1,300 cars. The other contracts include extensions to a brewery and a cereal factory, and construction work on five stations of the new Toronto subway bringing to seventeen the number of stations constructed by Anglin Norcross on the ten mile route. Previously the company had completed six subway stations on the University line which opened in 1964. Laing Construction and Equipment Ltd., the Canadian member of the Laing Group of companies, was awarded two contracts valued at £6 million and £1½ million for the construction of hospitals. The larger of these contracts is for a 550-bed hospital in Edmonton, Alberta and the project is due to be completed by the beginning of 1969. The smaller contract for a 150-bed hospital, the first of its kind designed in Canada with a central medical service and supply core, is to be built at Cranbrook in British Columbia. Laing was also awarded a £1½ million contract for the construction of married quarters for students attending the University of British Columbia in Vancouver. The Canadian member of the Laing Group has joined with the Duke of Westminister's estate to form Grosvenor-Laing (BC) Ltd., and this property development partnership are to build Vancouver's tallest office

building, a £2¼ million 27-storey twin tower project. Constructed in white concrete, sandblasted to produce a textured finish, the towers will rise to a height of 331 feet above street level. The Mitchell Construction Co. (Canada), a member of the Mitchell Construction Kinnear Moodie Group, obtained two contracts for the construction of a laboratory at Bramalea, Ontario, and for the excavation and placing of concrete foundations for a service tunnel at the new Osgoode Law School Building on the University Campus, Ontario. The Cementation Group continued their successful shaft sinking projects and signed an agreement with the Potash Company of America for the sinking of a shaft near the company's present mine 12 miles east of Saskatoon. Cementation achieved what is believed to be a triple record for shaft sinking – 627 feet of sinking and 641 feet of concrete lining in one month at the Duval Corporation's potash mine near Saskatoon. This, it is claimed, constitutes a world record for shaft sinking through frozen ground and exceeds the best previous monthly progress for any North American shaft sinking. It also beats the 541 feet in one month which was the Group's previous shaft sinking record, set up in South Africa in 1961. For this method of shaft sinking the ground is frozen and the formation of an ice wall permits sinking through heavily watered strata. In South America, Taylor Woodrow International Ltd., is to construct extensive additions to a bauxite processing plant, at Mackenzie in Guyana, and the same firm has also been awarded a contract for the erection of a four-storey office building in Georgetown, Guyana. In the West Indies, Hadsphaltic Construction Co. Ltd., has obtained two contracts totalling almost £1¼ million for the rehabilitation of two airfields; one situated at Grand Cayman and the other at Antigua.

In South Africa, the Cementation Group secured two contracts to the value of about £1 million for shaft sinking. W. & C. French Ltd., obtained three large contracts in Africa to a total value of approximately £1½ million: one contract in Basutoland for the construction of 37 miles of new road; another contract to the north, in Malawi, for the construction in reinforced concrete of the Chikwawa Bridge over the River Shire; a third for the construction of a water supply to Port Victoria in the Seychelles. In Zambia, the Mitchell Construction Co. (Zambia) Ltd., was awarded two contracts, one for the construction of the first stage of the President's Secretariat for the Government of the Republic of Zambia in Lusaka, and a smaller contract for a main sewerage pipeline and pumphouse at the University of Lusaka. A design and construct contract for a jetty at the new oil refinery at Moanda at the mouth of the Congo has been awarded to John Mowlem & Co. Ltd., for which all the materials used in the construction of the 500 feet long

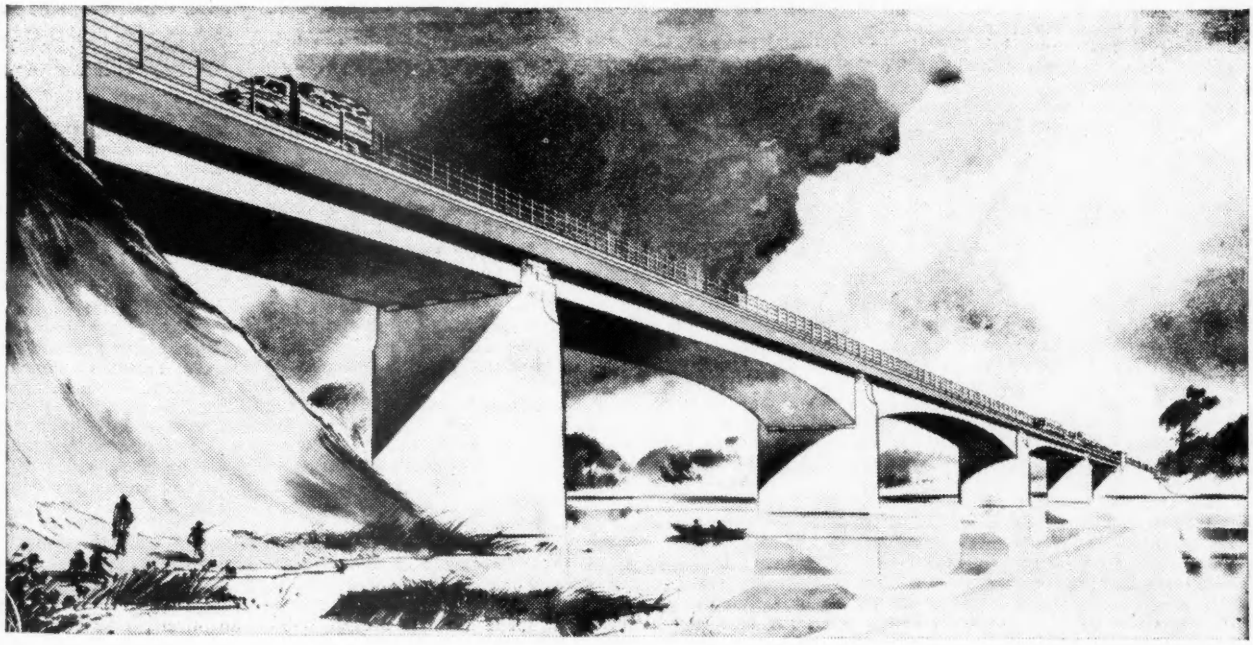


Kaiser Bauxite Company's new ore handling and stockpile installation at Port Rhoades, Jamaica. Civil engineering work was by the Caribbean Construction Co., a subsidiary of J. L. Kier and Co. Ltd. Total value of the work was approximately £1 million.



Main shopping area in £1 million Southmall shopping centre at Manurewa, New Zealand; built in eight months by Cubitt Wells Ltd., a subsidiary of the Cubitt Group.

The Chikwawa Bridge, built by W. and C. French Ltd., over the River Shire in Malawi.



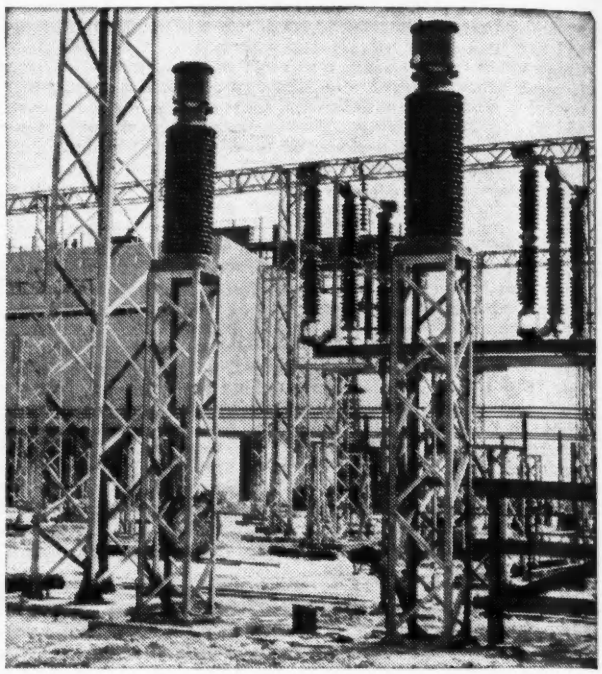
BRITISH CONSTRUCTION WORK OVERSEAS, *continued*

steel jetty will be exported from the United Kingdom. The John Mowlem Group was also successful in obtaining a contract valued at nearly £1 million for a new rail-road bridge to be built over the River Nile at Pakwach in Uganda. The bridge, with three 260 feet spans, will have a steel superstructure and the bulk of the steel will be sent from the United Kingdom. Cementation mining engineers are also working in Uganda supervising the sinking of three shafts for a copper mine in the foothills of the 'Mountains of the Moon'. The contract is for design and supervision of the shaft sinking. The Costain Group has obtained an important £3.8 million contract in Nigeria to build 6,591 low-cost houses for the Niger Dams Authority. The houses are of simple cement block design in 37 different single-storey styles, providing one to six rooms, and are required for the resettlement of villagers whose present homes will ultimately be submerged by the water due to start impounding behind the new Kainji dam from September 1968. A contract has been awarded to a member of the Taylor Woodrow Group for the construction of a new flour mill at Freetown, Sierra Leone. Machinery for the mill and process department will be supplied by Henry Simon Ltd., Stockport, who will also plan the layout of machinery while Taylor Woodrow will be responsible for the mechanical and electrical installation of plant. To the North East, in Libya, Taylor Woodrow International Ltd., has been awarded a substantial contract for the construction of additional marine facilities at Marsa El Brega Harbour, the outlet into the Gulf of Sirte. The contract is of the order of £2 million and represents the second stage of the multi-million Liquid Natural Gas installations being carried out by Esso for supplying Spain and Italy. The project consists of a 1,400 feet extension to an existing breakwater and the provision of a steel-piled trestle jetty of approximately 3,000 feet overall length, with provision of mooring and loading facilities for two liquid natural gas tankers. Costain & Press (Libya) Ltd., are also active in Libya, having been awarded two contracts totalling £1 million for the construction of gas liquids recovery plants.

Further east, in the Arabian Gulf area, Humphreys Ltd., won a £1.4 million contract in Abu Dhabi to build a 21-mile section of dual carriageway road from the Buraimi oasis towards Abu Dhabi town in Trucial Oman; and Wimpey secured from Abu Dhabi Marine Areas the construction of a second tanker berth at Das Island and a separator platform in the Zakum marine oilfield. In Iran, British Insulated Callender's Construction Co. Ltd., received an order for the supply and erection of three microwave towers. The towers, two 275 feet high and the other 110 feet high, will be sited at oil pumping stations and will form part of a telecommunications network linking the stations.

British Insulated Callender's Construction Co. Ltd., are also active in Pakistan where they received an order valued at some £3 million for their part of the work in the scheme to electrify 178 route miles of the Pakistan Western Railway. To the North, in Afghanistan, Taylor Woodrow International Ltd., was awarded an important contract valued at about £2.4 million for the design and construction of a fully equipped seven-storey luxury hotel at Kabul, capital of Afghanistan. Design is by Taylor Woodrow who will operate the contract through a consortium between Taylor Woodrow of Afghanistan Ltd., and Afghan Construction Unit a semi-government body. The site of the hotel is to the north-west of Kabul, which is some 6,000 feet up in the foothills leading to the mountains of the Hindukush, in a semi-rural setting commanding a panorama of the Kabul Plain and the surrounding mountain landscape. This is the first major project of its kind to be carried out in Afghanistan by United Kingdom contractors and will also assist British exports generally as the furnishings and equipment will be supplied largely from United Kingdom sources. The full equipment and furnishings to be provided by Taylor Woodrow range from a small grand piano to washing, ironing and dry cleaning machines in the laundry, and all kitchen equipment. The complete mechanical and electrical installations envisaged will be of the order of £500,000 and furnishings about £300,000. Two new Indian dam contracts were won by Cementation for grouting operations at Hikdal Dam which forms part of the Ghataprabba Project in Mysore.

In Australia, Costain (Australia) Pty. Ltd., was awarded four contracts totalling about £3¾ million. Three of these contracts are for construction projects in Melbourne, the largest of which is a £1.9 million contract for a 20-storey prestige building. A feature of the building is the use of bronze colouring for the facade. Bronze finished aluminium will be used for the vertical columns of the facade, the glazing will be solar bronze glass for heat insulation and the spandrel panels will also be in glazed bronze coloured glass. The other Melbourne projects are an eight-storey office block and a science block. The fourth contract is for the construction of new Law Courts at Brisbane. Cubitt Wells Ltd., the New Zealand subsidiary of the Cubitt Group, received two contracts for projects in New Zealand, including one for a large wool store. To the north, in the Fiji Islands, the Cementation Group is to build a new hotel in Suva under a package deal worth nearly £1 million. Situated close to Government House and commanding a magnificent view across Suva Bay, the buildings will have 140 double bedrooms. As with previous Cementation package deals for hotels in distant places, the contract includes all professional services, mechanical and electrical services and complete furnishings and equipping ready to receive guests.



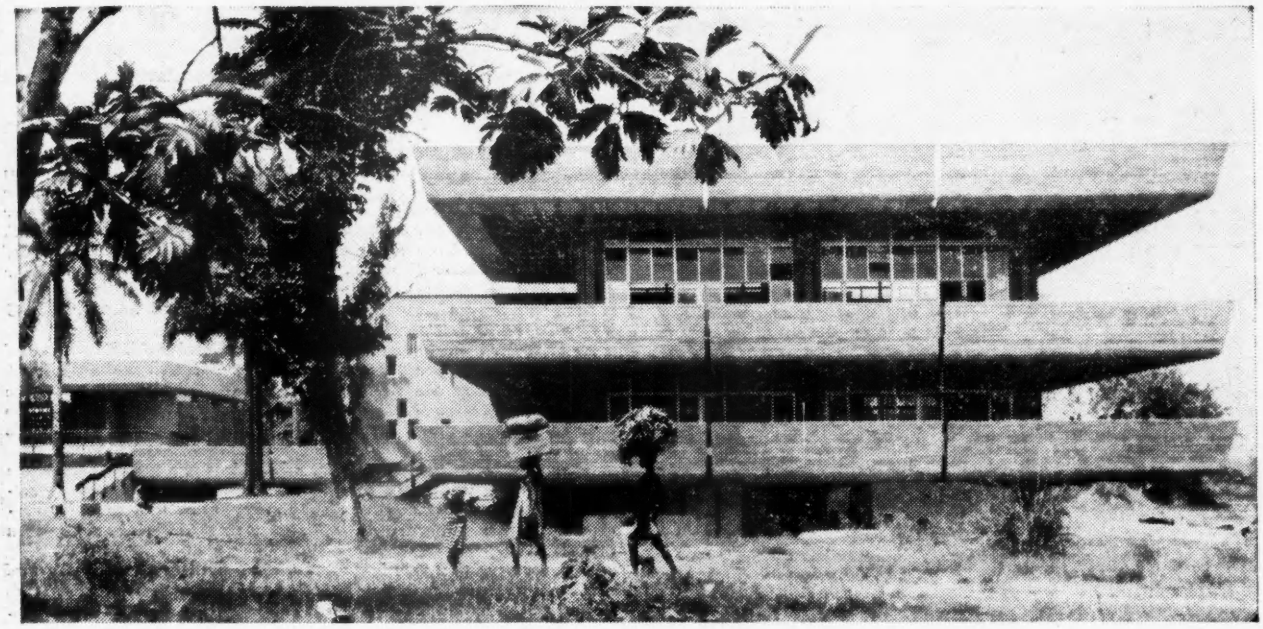
Shuaiba Power Station, Kuwait. Architects: Troup and Steele.

Work of British consulting engineers overseas

On January 1, 1967 the capital value of works in hand Overseas for which members of the Association of Consulting Engineers were responsible was £1,416 million, an increase of £116 million over the 1966 figure. Members are working in 90 different Countries. Since 1961 when the figure stood at £680 million the value of the contracts has more than doubled. But the 1968 figures could be adversely affected by the recent disturbances in the Middle East and Nigeria.

A major work commissioned during the period under review was the Roseires Dam in the Sudan for which the Consulting Engineers were Sir Alexander Gibb and Partners. The biggest project, namely the Indus Basin Scheme, is still proceeding and four member firms are involved, namely Binnie and Partners, Preece Cardew and Rider, Coode and Partners and Sir M. MacDonald and Partners. In addition, Sir Alexander Gibb and Partners are the Consulting Engineers to the World Bank in its capacity of administrator of the Indus Basin Development Fund. In this appointment the firm undertakes, on behalf of the Bank, technical and contractual supervision and co-ordination and financial control of the works as designed by the British and United States Firms of Consulting Engineers. Two British firms – Kennedy & Donkin and C. S. Allott & Son – obtained a large contract for thermal power stations in Mexico.

Other firms have obtained new appointments in all five continents, both in the traditional fields of civil engineering, and in the newer activities now coming to the fore in developing countries as well as those more advanced. British consulting firms have increasingly



University of Lagos dining hall (with Concourse and Library in the background). Quantity surveyors were G. A. Hanscomb Partnership.

worked in consortia, bringing together specialists from a variety of disciplines, such as engineers, economists, architects and surveyors.

Quantity surveying overseas

British based quantity surveyors are continuing to extend their activities in overseas countries and a number of British based firms have opened up branches overseas in order to be better placed to become adapted to local conditions in the industry. The position in Middle East countries remains about the same as reported in the past years, but the situation is moving steadily forward in Europe, where more countries are showing interest in quantity surveying procedures. Countries with strong British connections of course use quantity surveying techniques as part of their normal construction procedures, but there is much more activity and interest from countries which have not previously used these techniques. In North America there has been in the past year, an upsurge of interest in quantity surveying services, particularly in the field of 'creative cost control'.

Work of British architects overseas

British architects have carried out a substantial number of major projects overseas—hospitals, banks, sports centres, hotels, universities, office blocks and government and municipal buildings in over 70 countries in the developing world.

British architects are well-placed to accept overseas commissions; out of some 3,500 private firms of architects, 350 have designed buildings abroad, while many practices with headquarters in the U.K. have permanent offices overseas to deal with a growing volume of commissions.

The Royal Institute of British Architects is glad to provide overseas clients with a short-list of recommended firms of architects for specific projects. It runs an Index of Practices and a photographic library which visitors to the U.K. are welcome to consult. Potential clients can obtain further information from the Practices Index Secretary at the R.I.B.A., 66, Portland Place, London, W.1.

Appendix A

Contracts obtained and work done 1965/67

£ million

Area	Total value of contracts obtained in the year ending			Estimated value of work done in the year ending			*Value of work outstanding at		
	March 31, 1965	March 31, 1966	March 31, 1967	March 31, 1965	March 31, 1966	March 31, 1967	March 31, 1965	March 31, 1966	March 31, 1967
Sterling	87	99	96	78	90	95	87	93	97
Dollar	55	75	58	49	53	56	38	58	49
Non-Sterling Western European	14	7	12	5	8	13	13	11	13
Other Non-Sterling	42	9	4	28	18	8	33	19	15
TOTALS	198	190	170	160	169	172	171	181	174

*Including extensions and increases in cost, less cancellations to contracts previously reported.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Exhibitions and Fairs

Lord Brown, Minister of State, Board of Trade (second from right) meets Mr. L. Avramov (centre), deputy Bulgarian Prime Minister, at the British Day reception at the Plovdiv Fair, Bulgaria. On the left are the Bulgarian interpreter and Mr. Desmond Crawley, the British Ambassador, and on the right Mr. Bruce MacTavish of the Board of Trade.

THE PRESIDENT AT BRITISH WEEK, TORONTO

Mr. Anthony Crosland, President of the Board of Trade, was present at the official opening of the British Week in Toronto, the first transatlantic major British Week and the largest consumer goods promotion ever organized by the Board of Trade and BNEC, on October 12. This was performed by the Prime Minister of Canada, Mr. Lester Pearson. The President will attend a number of the Week's events .

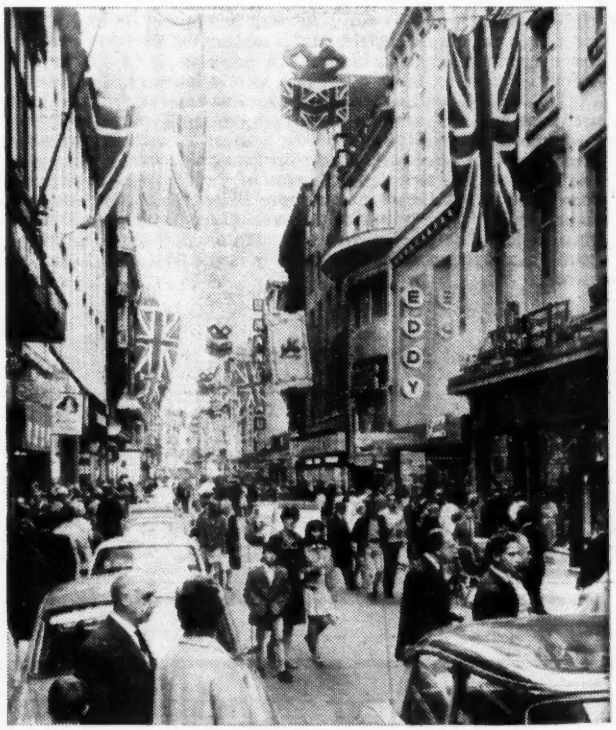
Mr. Crosland visited Montreal on October 13 to tour EXPO '67 and see the British Pavilion.

Prior to his departure from Toronto on October 16, Mr. Crosland has a number of speaking engagements which will include a lunch in his honour by the Canadian Club and a dinner given by the British Automotive Manufacturers' Agents in Canada. He will also tour some of the many shops and stores which are participating in the Week.

Nearly 2,000 British companies of all sizes are taking part in the Toronto Week and more than 1,200 leading retailers and department stores as well as smaller shops will be featuring British products. A full programme of supporting activities has been arranged.

A report on the opening of the Week will appear as the lead article in next week's issue of the Journal. An article, Britain sends Canada all the best' by Raymond Jones, Director, British Week in Toronto, appeared in the August 25 issue.

A report on British design on show in Canada appears on page 925



Brussels in British Week. Left: HRH Princess Margaret, who was prevented from opening the Week through illness, flew to Brussels on October 2 with Lord Snowdon, who had performed the opening ceremony for her on September 29. Pictures shows HRH on her way to visit some of the 1,500 Belgian shops putting on special British exhibitions. Right: the Rue Neuve, one of Brussels' central shopping areas, puts on its red, white and blue uniform for the Week.

First official British Pavilion at the Plovdiv Fair, Bulgaria

A report from the British Embassy, Sofia

BRITISH EXPORTS to Bulgaria have been increasing steadily: at the end of July this year they were £4.4 million, an increase of almost 16 per cent over the figure for the same period in 1966. Bulgaria is industrializing rapidly, and although the great part of her trade is necessarily with the Soviet Union and other East European countries, many Western countries, in particular the German Federal Republic, Italy and France, have a substantial commercial interest in this small country and look forward to increasing trade. It was in this context that the Board of Trade launched the first official British pavilion at the Plovdiv International Trade Fair in September.

This was the 23rd Plovdiv Fair: its traditions as an industrial fair go back to 1933 and as an agricultural exhibition as far back as 1892. Plovdiv can trace its origins to Philip of Macedon (its first name was Philipopolis) and remains of Trimontium, as the town was called under the Romans, may still be seen. Surrounded by trees heavy with fruit, the town stands on one of the great highways of the world, the Istanbul Road, 100 miles from the Bulgarian capital of Sofia. Today the old and quaint mix with the new, and during the fair warm summer days linger over Plovdiv when Sofia and much of the rest of the country are beginning to feel the autumn cold.

The 23rd fair was opened on September 24 by the Bulgarian Minister for Foreign Trade, Mr. Ivan Budinov. Of the 150,000 square metres of space available Bulgarian pavilions occupied a total of 35,000 square metres and afforded visitors the opportunity of seeing the country's agricultural, chemical, engineering and textile fashion progress in microcosm. But the fair is genuinely international, and some 42 foreign countries also participated. The two biggest single national pavilions were those of the Soviet Union, with nearly 9,000 square metres of indoor space, and of West Germany, with over 5,000 square metres. In addition to the Federal Republic's national pavilions, individual West German manufacturers showed their goods on separate sites totalling over 6,000 square metres throughout the fair, and the effect of this was of an overwhelming West German manifestation. Over 120 West German companies brought exhibits to Plovdiv. Italy, France, Austria and Japan and the countries of Eastern Europe were also substantially present.

Britain took over 1,000 square metres of indoor space and 1,500 square metres of an adjacent outside area. Display structures on both sites were designed and installed by Central Office of Information personnel for the Board of Trade and occupied by 40 exhibitors representing over 100 British manufacturers. Goods displayed ranged from cigarette lighters to rolling mill plant and included filtration and refrigeration equipment, industrial valves and surgical instruments: the outside site was devoted to a variety of construction equipment. The London Chamber of Commerce, which has for some years fostered trade relations with Bulgaria, had its own stand upon which nine member firms displayed their products: some of these, such as Hawker Siddeley, Shell and Wellman Incandescent, had taken the opportunity of the British Pavilion to follow up the more simple displays which had been mounted during the London Chamber's Engineering Days in Sofia in June. Elsewhere on the British area firms' representatives renewed acquaintance with Bulgarian engineers and buyers formed through demonstrations, symposia, and sales visits during earlier visits to Sofia. A few British companies were in Bulgaria for the first time.

The British display was honoured during the course of the fair by the award to the Hydraulic Machinery Company of a Gold Medal for the firm's Universal Excavator Hy-Mac 580B.

September 29 was British Day, and the host at the reception held in the British pavilion was Lord Brown, Minister of State at the Board of Trade with special responsibility for exports. A feature of the reception was an English gin made by the Bulgarian enterprise Vinprom from imported British concentrate. An estimated 450 to 500 Bulgarian guests – engineers, users, buyers, Bulgarian Chamber of Commerce and Foreign Trade Ministry officials – attended, and the principal Bulgarian guest was Deputy Prime Minister Luchezar Avramov. Both Lord Brown and Mr. Avramov referred in speeches to the potential for Anglo-Bulgarian trade of which the British pavilion was a portent.

For the present, however, Bulgaria is short of Western currency and most British manufacturers were present at Plovdiv with an eye on the long term: the development at the fair of good relations, of confidence and of knowledge between British manufacturers and Bulgarian factory managers and other users furthers this strategy. But actual business was secured by Britain as the fair closed on October 3, and most of the exhibitors of electronic instruments had sold substantially from their displays. Another well satisfied group were the surgical instrument exhibitors, who were able to sell from stock accompanying their displays. Further firm orders for equipment on display are confidently expected.

Sir Stephen Brown, president of the CBI, and also deputy chairman of the Stone-Platt group, last week visited the International Textile Machinery Exhibition in Basle where Stone-Platt, which exports textile plant at an average rate of £14 million a year, is exhibiting. Sir Stephen is seen, right, at the exhibition with, centre, Mr. Con Seward, chairman of Platt Bros. (Sales) Ltd., and Dobson & Barlow Machinery Sales Ltd., and Mr. E. G. Smalley, the director controlling all Stone-Platt's textile machinery divisions.

Machine tool industry shows at Hanover

A report from the British Consulate-General, Hanover

THE 10th European Machine Tool Exhibition took place at the Hanover exhibition ground from September 17 to 26. It was held under the auspices of the European Committee for Co-operation of the Machine Tool Industries, which is made up of 12 European member states. Exhibitions organized by the Committee are held every two years.

This year there was a total of 1,361 exhibitors, covering an area of 93,076 square metres. There were just over 100 British exhibitors, the majority of whom exhibited on their own stands with the assistance of the Board of Trade. Some, however, had their products exhibited on agents' stands, while others were in evidence on associates' stands. This represented an increase on the number of exhibitors at the last European exhibition, which was held in Brussels. The fact that more firms were prepared to exhibit at Hanover, even though the British Machine Tool Trades Association will be holding its own international exhibition in London next year, reflects the efforts the industry is making to expand its sales in Europe.

Britain had the fourth largest number of exhibitors after Germany, France and Switzerland.

Mr. Anthony Wedgwood Benn, Minister of Technology, spent two days at the exhibition and visited nearly half the British stands. At a press conference just before his departure on September 19, Mr. Benn said that he was greatly impressed by the enthusiasm of the British machine tool manufacturers and the excellence of their products on show. He congratulated the industry on its efforts and achievements.

It is never very easy to assess the results of any exhibition, but it is even more difficult in an exhibition showing specialized equipment. Nevertheless, by the time the exhibition closed most of the British firms expressed varying degrees of satisfaction with the results. This is confirmed by the reaction of many who were exhibiting abroad for the first time, who said that they would definitely exhibit abroad again in the future. Some firms, notably Kearney and Trecker, Ferranti, Sheffield Twist Drill and Warner Swasey Asquith, reported excellent business. The first named sold machines to the value of about £100,000 and the last named sold two machines off the stand at £30,000 each to Switzerland. In addition, Kearney and Trecker were offering flights to the United Kingdom to show people over their factory, give them lunch and return them to Hanover the same day. They had many takers. At the other end of the scale Shorte Engineering Equipment, a small firm showing hammers and riveting machines, sold eight machines totalling approximately £1,500. Others such as Colchester Lathe Company and F. E. Rowland & Co. reported firm orders for their products. One or two were disappointed, commenting that trade was slow, but they were very much in the minority.

The International Building Exhibition Olympia London November 16-29 1967

Everyone involved in the building industry should make a point of visiting the 1967 International Building Exhibition.

There have been some interesting changes and the Exhibition is now larger and more comprehensive than ever before.

Different sections of the Exhibition give a complete survey of all aspects of modern building.

Special facilities are offered to visitors from overseas.

Componex 67

This year's major feature will be Componex 67. This will be a vast multi-deck building frame, displaying for the first time selected components, products, plant and services in a realistic on-site enviro-ment.

Component Technology will also be an important theme of the Exhibition Conference Programme.

Further information from:

The Building Exhibition Offices, Room 18,
11 Manchester Square,
LONDON W1. England.
Telephone: 01-486 1951.
Telex: 24591 (Montbuild Ldn.)

come to London and see the world-

HTF

the world of hardware

London, 1968, will more than ever be the hardware centre of the world — particularly as the conference of the International Federation of Ironmonger Associations is being held in London during Hardware Trades Fair week. So if you want to see the world of hardware — see the new products, assess their potential, make the right contacts, negotiate at top level — come to London. Come to the HTF! The HTF is hardware's *business* fair, organized specifically for the buyer and importer. And there's no more exciting place in the world to relax after business hours than London!

Write for brochure and *free* admission to:-

UNIVERSAL EXHIBITIONS LIMITED, 9 CASTLE PLACE, HIGH WYCOMBE, BUCKS, ENGLAND

INTERNATIONAL HARDWARE TRADES FAIR
OLYMPIA LONDON JAN 29 — FEB 2

Large British contingent at Frankfurt Motor Show

A report from the British Consulate-General, Frankfurt am Main

SIXTY-NINE British firms exhibited at this very important motor exhibition, which was held in Frankfurt am Main from September 14-24. Apart from the German exhibitors, these British firms formed the largest single national contingent among the 16 participating countries, and the highest number of British exhibitors ever recorded at any of the International Motor Shows.

HM Ambassador to the German Federal Republic, Sir Frank Roberts, and HM Consul-General in Frankfurt, Mr. A. H. Ballantyne, were guests at the official opening ceremony on September 14, at which Prof. K. Schiller, Federal Minister of Economics, was the main speaker. He expressed the hope that the International Frankfurt Motor Show would mark the turn of the tide for the German motor industry as a whole and an end to the difficult period which it had had to face for some time. The Minister assured the industry that this Government was very sympathetic to its current problems and to the efforts that are being made to solve them.

Sir Frank Roberts then took the opportunity to visit a number of British exhibitors on their stands, where he had talks with the firms' representatives about the products on display and their prospects. A visit to other Board of Trade sponsored British exhibitors was made by Mr. Ballantyne, who was told of a number of successes by the British group, especially in the components, accessories and equipment sections.

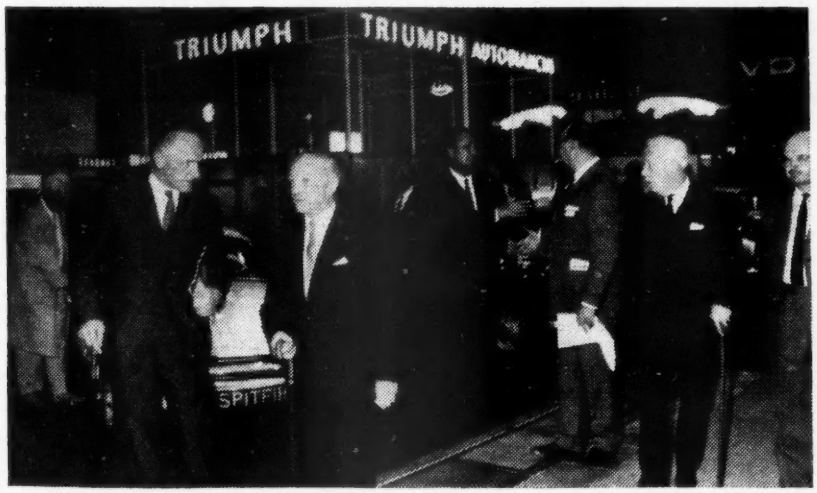
This show, which is organized by the Association of the German Motor Industry and takes place in Frankfurt regularly every two years, attracts great attention in the German and international motoring world, and attendance figures have always been very high. This year about 750,000 visitors were recorded. Well in time for this year's event a new large exhibition hall in the Frankfurt Fair Grounds was completed, bringing the space available up to a total of about 190,000 square metres, on which 1,080 firms exhibited, including 269 from abroad.

The Board of Trade and the Society of Motor Manufacturers and Traders had again collaborated in joint venture stands, on which 31 member firms displayed their products, consisting mainly of motor car components and accessories, workshop and garage equipment, commercial vehicles, trailers, caravans, tuning and conversion equipment, and testing devices and machines, as well as two of the many British car marquees on show. A number of these British firms had already exhibited at previous Frankfurt Motor Shows and the success obtained then had encouraged them to come again to this event. The attractively decorated joint venture exhibition stands had been designed by the Central Office of Information in London and were the subject of many favourable comments.

Apart from this Board of Trade sponsored joint display, a large group of British manufacturers participated individually in the various sections of the show. These firms included most of the major British motor car and commercial vehicle manufacturers, as well as makers and suppliers of caravans, engine parts and components, diesel engines, car accessories, and a variety of garage and vehicle testing equipment. The success of their efforts to sell in the German market or to expand their previous business could be judged from the fact that a number of these British firms were represented through their own subsidiary companies here in Germany or through their German importers and agents.

In the knowledge that the German motor car industry is still suffering from a serious recession – its production has fallen by almost a quarter this year – the British exhibitors were at the beginning of the show not too optimistic about the result of their participation. However, a number of firms offering specialized components, accessories and testing and servicing equipment received encouraging inquiries and also orders from German and other foreign buyers. Other British firms were able, as a long-term sales promotion, to arouse considerable interest in their products on display, and discussions with potential buyers on their stands enabled them to gain useful and profitable information on the sales possibilities for their products and on the requirements of the market. The fact that a considerable proportion of the visitors consisted of motor car accessories dealers and agents provided some of the British exhibitors with a very good opportunity of making contacts with potential distributors and agents for their products. This also contributed towards a general feeling of satisfaction among the British firms in their participation in this important event.

Apart from the new NSU car with the Wankel engine which stole the limelight, real novelty was as difficult to find in this vast show as a needle in a haystack. A few Continental car manufacturers had brought out one or two unremarkable new models based on well-known prototypes, but the British displayed no really new vehicle. The Japanese were in evidence and the low prices of their small family saloons gave European manufacturers cause for concern. The Americans were impressive, but were rewarded with prestige rather than with orders, since there is no popular demand here for the transatlantic type of car.



HM Ambassador to the German Federal Republic, Sir Frank Roberts (foreground right), and HM Consul-General in Frankfurt, Mr. A. H. Ballantyne (foreground left), visiting the stand of a British motor car manufacturer at the International Frankfurt Motor Show. The joint venture stand organized by the Board of Trade and the Society of Motor Manufacturers and Traders displayed the products of 31 firms, and a large group of British manufacturers participated individually in the show.

International Construction Equipment Exhibition

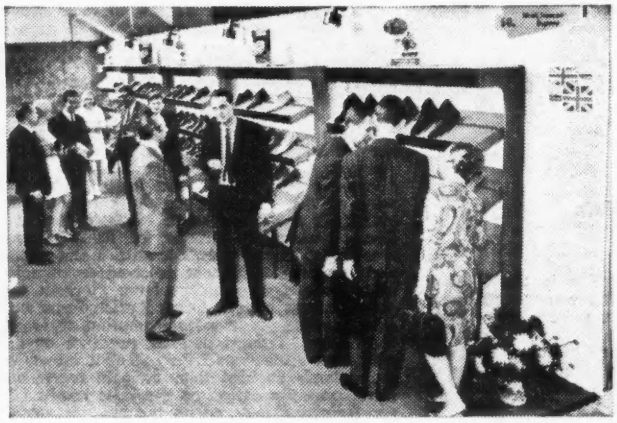
THE fourth International Construction Equipment Exhibition, at Crystal Palace, Britain's largest display of construction plant and ancillary equipment, was opened by Mr. Reginald Maudling, MP, on October 2.

The exhibition, which occupied the whole of the 40-acre Crystal Palace site, featured displays by a record 274 exhibitors. A larger-than-ever international representation included 51 overseas companies from, among other countries, Austria, Belgium, Denmark, France, Holland, Italy, Japan, Sweden, Switzerland, the United States and the USSR. Exhibits on display comprised the most comprehensive range to date, encompassing some 390 separate classifications of product. Visitors came from 60 countries and total attendance at the show was almost 30,000.

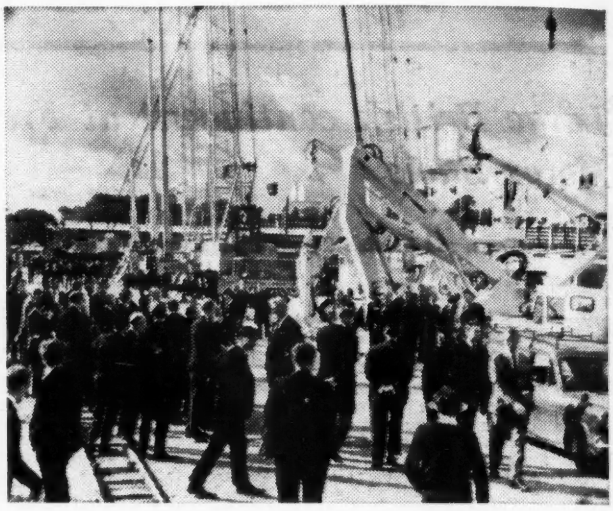
Extensive proving grounds, occupying some 200,000 square feet, provided a unique opportunity for visitors to see plant and equipment in action under typical working conditions.

Exhibitors said there had been a great deal of interest, especially from abroad and many of them had sold pieces of equipment on show on their stands. Most of these had gone abroad, mainly to the Continent.

One of the first major overseas orders to be announced at the show was from the Yale Tractor Shovel division of Eaton Yale and Towne Inc., from South African Railways. Valued at £155,000, the order is for 22 Yale model 204A tractor shovels and is the latest and most significant of a number of important orders Yale have won in this major overseas territory. The model 204A tractor shovel is built at Yale's Wednesfield factory, Staffs.



The quality and style of shoes shown by British manufacturers, participating in the joint venture organized at the Düsseldorf Footwear Samples Display by the Board of Trade and the British Footwear Manufacturers' Federation, attracted many interested visitors. Nearly 18,000 people visited the exhibition, including a strong contingent of Scandinavian buyers and a group from Yugoslavia.



A general view of visitors inspecting machinery on the first day of the International Construction Equipment Exhibition held at Crystal Palace, London, from October 2–7. The exhibition had its largest-ever attendance of overseas visitors.

Mr. K. J. Green (left), British Consul (Commercial), welcomes Dr. Otto Schedel, Bavarian Minister of Economics and Transport, to the British joint venture stand at IGAFA, Munich. The joint venture was organized by the London Chamber of Commerce in conjunction with the Board of Trade.

Successful joint venture at IGAFA

A report from the British Consulate-General, Munich

THE 5th International Exhibition of Gastronomy and Tourism and the 18th Federal Exhibition of the Hotel and Catering Trades took place in Munich from September 15 to 24 and was officially opened by Dr. Otto Schedel, Bavarian Minister of Economics and Transport. 530 exhibitors took part in 15 halls, exhibits ranging from wine and foodstuffs to kitchen equipment, hotel furnishings and swimming pools.

Attendance at IGAFA including non-trade visitors is estimated at 100,000, of which 11 per cent were from third countries.

Foreign participation was dominated by an American joint venture, TOUREX 67, in which 87 firms took part in their own hall, entrance to the main part of which was restricted to trade buyers. There was also a French stand and a British joint venture organized by the London Chamber of Commerce in conjunction with the Board of Trade. Ten foreign countries, including the USSR, Japan and Israel had stands in the section devoted to tourism.

The five British exhibitors in the joint venture exhibited industrial kitchen equipment, carpet cleaning machines and interlocking extendable hotel tables. The London Chamber of Commerce provided an information stand.

Although the general opinion is that the Fair was less successful than had been expected, participants in the British joint venture were satisfied with the number of trade inquiries received, some of which could well lead to early substantial orders.

A well-known British textile firm supplying furnishing fabrics for the Motel building programme of a large international oil company were very happy with what they achieved. They were taking part jointly with the oil company in a stand showing exact replicas of a series of Motel rooms.

Fashions in footwear at Düsseldorf

A report from the British Consulate-General, Düsseldorf

ORGANIZED by the Düsseldorf Trade Fair Authorities (NOWEA), the 24th European Footwear Samples Display, September 23-25, was the second of two annual events, in which manufacturers from all over Western Europe took part; showing footwear fashions for spring and summer 1968.

The number of participants from Germany and abroad fell from 320 in the April 1967 event to 293 in this last show – thus the downward trend that started in 1966 continues.

Two of the six buildings of the Düsseldorf Trade Fair Authorities were used for this event, the gross area being 36,500 sq. metres compared with 37,200 sq. metres at the April show. The effective display area was 17,618 sq. metres (April 18,144 sq. metres).

Of the 293 exhibitors, 122 came from abroad, the largest numbers from Italy (57) and France (33).

The Board of Trade and the British Consulate-General, Düsseldorf, once again co-operated with the British Footwear Manufacturers' Federation in organizing a joint venture with three of the Federation's members. An information stand was manned by Mr. B. Wallis, the overseas manager of the Federation. Many favourable comments were passed about the quality and styles of the shoes shown by the British exhibitors, and the number of visitors to the top floor of Hall F.3, where their stands were located, would seem to indicate that the position of the British contingent has become widely known.

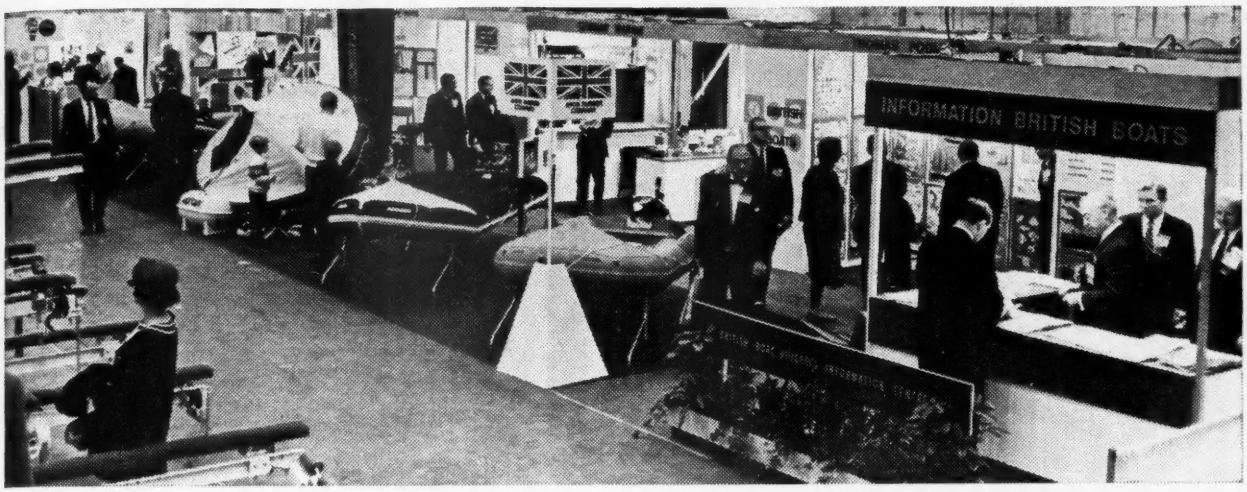
HM Consul-General at Düsseldorf, Mr. J. M. Fisher, accompanied by Mr. C. W. Blackman, HM Consul (Commercial), visited all the British stands on September 25, the closing day of the show.

There were nearly 18,000 visitors to this exhibition, somewhat fewer than the April event. Although German buying was still done with caution, there were indications of greater activity reflecting hope for an improvement in the general economic situation in West Germany. Scandinavian buyers were in their usual strong numbers, however, and Yugoslav buyers were also in attendance. We understand that one British firm received trial orders from these latter.

The fact that the Common External Customs Tariff of the EEC is expected to become more unfavourable to non-EEC countries from July 1, 1968, along with doubts about the implications of the new German added-value tax due to come into force on January 1, 1968, is, of course, making importers more than usually cautious about buying from countries outside the Common Market, and representatives of some British firms are concerned about their continued ability to compete on price in the future. Even so, West Germany has proved itself to be a market in which British firms can operate quite successfully, and the European Footwear Samples Display in Düsseldorf continues to provide one of the most important opportunities for British manufacturers to show their footwear in Europe.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates of which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.



Visitors to the Marine Trades Exhibit, Chicago, take a look at equipment on display at the two British stands, which attracted considerable attention. A successful joint venture was organized at the show with Board of Trade assistance.

British boats and boat fittings in Chicago trade fair

A report from the British Consul-General, Chicago

THIRTEEN British firms in the boating industry showed their products to good effect at the Marine Trades Exhibit in Chicago, September 28 to October 1. They took part in a successful joint venture organized by the Ship and Boatbuilders' National Federation and the Board of Trade.

The Marine Trades Exhibit is the largest trade fair of the boating industry in the United States. The general public are not admitted and it is thus an excellent venue for meeting American manufacturers, distributors and dealers. Total attendance was put at 25,000. All three halls of the International Amphitheatre were used, giving 500,000 square feet of floor space for the 470 firms exhibiting. These were predominantly American, although a few foreign products were displayed, as well as those on the two British stands.

The American pleasure boat industry is very heavily oriented towards motor boating, and the Marine Trades Exhibition amply demonstrated this. There were powered boats in profusion and great variety: houseboats, pontoons, large speedboats, miniature hydrofoils, down to motorized surf boards. Popular models were frequently duplicated by several manufacturers. Most hulls were made of either glass fibre or marine aluminium. Internationally known marine engine manufacturers were well represented on striking stands. Sailboats were comparatively few and, with one or two exceptions, were mainly of simple type, again with hulls of aluminium or glass fibre. Trailers, hardware, instruments, paints, lubricants, buoys, life jackets and yachting gear were also shown.

The two British stands, one with boats, hardware and masts, the other with inflatables, sailcloth fittings, galley cloths and yachting clothing, were noticeably the most prominent overseas participation. Other foreign products – Danish motor cruisers, French inflatables, Dutch wheels and a small sailboat, Australian hardware, and Norwegian life jackets – were scattered on the stands of American exhibitors. Some Canadian ski tractors seemed a little out of place in a boat show. The British stands drew a good deal of attention and our exhibitors spoke highly of their design. Much more important, in general they spoke of a valuable show at which distributors and dealers were appointed, business was done and many valuable contacts made.

The participating British firms deserve praise for their efforts at selling in the very large but intensely competitive American recreational boating market. This is said to be worth three billion dollars annually. Sales are at the rates of 440,000 outboard motors, 253,000 outboard boats, 156,000 boat trailers, nearly 40,000 inboard-outboard craft, 40,000 canoes and 36,000 sailboats yearly.

British design on show in Canada

THE HIGH STANDARDS of design in consumer goods now being achieved by British industrial designers are featured in an exhibition being staged during the Toronto British Week, which opened on October 12. Mounted by the Council of Industrial Design and the Central Office of Information on behalf of the Board of Trade, the exhibition shows some of the best modern design in durable consumer goods selected from the London Design Centre.

The 'Britain's Design Centre' exhibition of more than 450 well-designed British consumer products forms part of the British Week centre-piece in the Queen Elizabeth Building of the Canadian National Exhibition. On display are a wide range of British-made products selected for the Canadian market, including furniture, carpets, textiles, tableware, kitchen equipment, lighting fittings, and other domestic products as well as sports goods, office equipment, garden and hand tools, travel goods and toys.

Also on display are some of the six consumer products which gained 1967 Council of Industrial Design Awards, including the electric convector heaters 'INT 15 and INT 75' made by British Domestic Appliances Ltd., and the 1501 'Ilfoprint' photographic processor by Ilford Ltd.

Many of the items in the Toronto exhibition are also on sale in Canadian shops. To assist the retail distribution of products in the exhibition the CoID organized what they report was a very successful trade mission to Canada and the United States in April of this year with the support of the British National Export Council. Thirteen manufacturers took part in the mission which enabled them to establish local agents and retail outlets and provided advance publicity for products to be shown in Britain's Design Centre exhibition

Mrs. Dunwoody opens British Shopping Week in Strasbourg

'WHAT we are hoping to do this week is to demonstrate to you the wide range of goods that Britain can make,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, at an inaugural luncheon on October 6 for the British Shopping Week in Strasbourg. 'It is a brave Englishwoman that sings the praises of British goods to Frenchmen in the home land of the couture and the haute cuisine,' continued Mrs. Dunwoody. 'But I am hoping that all French husbands will have to open their pockets wide with good grace once their wives have examined our products in the shops.'

Mrs. Dunwoody went on to point out that although France and Britain were separated geographically by a small stretch of water, they really had many traits in common, both being anxious to press on to a newer, more technological age whilst guarding the best of their old traditions.

'We belong at the moment to different trading partnerships, but I am sure in the long run we both want to see a wider and more economically viable Europe. We have a great deal to learn from each other, and a great deal to contribute to any Franco-British enterprise. Of course the level of trade between us is rising, but it still contributes a very small part of the total trade of the two countries. There is, as the best school reports always say, "room for improvement".'

The shopping week, supported by the Board of Trade, ends on October 14.

Corrigendum

IN THE heading to the pictures of the Navigare 67 exhibition in Helsinki on page 779 of the *Journal* of September 29, 'Swedish President' should read 'Finnish President'.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Mr. John Marshall, exhibition manager of the travelling exhibition organized by the Royal Society for the Prevention of Accidents to mark their Golden Jubilee, holds up one of the Protectomuffs, made by John Edgington & Co., which he uses to protect his displays in transit. The exhibition was launched in October 1966, and has so far travelled 7,000 miles, visiting 20 cities and towns, and drawing 175,000 visitors; when set up at London's Elephant and Castle recently, the exhibition showed no travel stains and still looked brand new.

Miss Joanna Woodman, British winner of the title Miss Expo Hostess 1967, admires quality British footwear on show at The Canadian Shoe and Leather Fair, Montreal, in company with Mr. Brian Wallis, overseas manager, British Footwear Manufacturers' Federation, and Mr. Guy Reaks, director of the Leather Institute.

Britain's best on display at Montreal Shoe and Leather Fair

A report from the British Government Office, Montreal

ON SATURDAY, September 30, a strong contingent of British Footwear Manufacturers and Tanners spent a long day in Montreal organizing their displays for the opening of the Canadian Shoe and Leather Fair at 9 a.m. the next morning. At the same time, Miss Joanna Woodman, a vivacious and highly photogenic hostess at the British Pavilion, Expo '67, was also putting in a long day as her Pavilion's nominee at a contest between National Pavilions to select Miss Expo Hostess, 1967.

Shortly after midnight, when Joanna was acclaimed the most beautiful of all the hostesses, the British manufacturers in Concordia Hall, Place Bonaventure, won their battle against time and finished preparing displays of fine quality footwear and leather which upheld Britain's reputation against competition from similar products made in Canada, France, the United States, Italy and other countries. To celebrate the day's double, Miss Expo Hostess paid an early visit to the group exhibit organized by the British Footwear Manufacturers and Tanners to toast the success of the venture.

Concordia Hall, Place Bonaventure, Montreal, has a total exhibition area of 200,000 sq. feet, and nearly all of this large area was taken up by the exhibition of footwear and supplies for the footwear industry in this the first Shoe Fair held in the new merchandise mart. The Shoe Fair is organized by the Shoe Manufacturers' Association of Canada, and this annual event was first opened to manufacturers from selected overseas countries last year.

A pioneer group of British Footwear Manufacturers exhibited last year in the Mount Royal Hotel, and most of those companies returned as veterans for the 1967 exhibition, adding reinforcements to make a total of 15 exhibitors in the group.

British men's shoes are highly regarded in Canada for both quality and styling and naturally they made a strong showing in the largest number of exhibits in the group. Ladies' shoes, which are being exported to Canada from Britain in increasing numbers, gave clear evidence of the reasons – attractive and advanced styling catering for the young-at-heart, and fine quality materials assembled by skilled hands. Children's shoes were also exhibited in greater depth than in 1966, and the favourable reaction by Canadian retailers to their fine quality and durability was backed up by orders.

A strong delegation of shoe manufacturers from France, which gave evidence that there is no lack of competition in the Canadian market, faced the British group across a narrow aisle – appropriately dubbed 'La Manche'.

The 12 booths occupied by the Leather Institute members formed a cohesive unit in the section of the hall set aside for exhibitors who are suppliers to the footwear industry. A wide array of leathers for the boot and shoe industry, and other leather goods trades, was displayed by the British Tanners in a dazzling range of colours. Considerable interest was aroused by new finishes such as simulated ostrich, antique graining and random marking, but orders for the less glamorous items such as linings and heavy leathers proved that in Canada British leather is basically sold on its reputation for quality.

The participation in this exhibition by both the British Footwear Manufacturers' Federation and The Leather Institute was undertaken as a joint venture with the Board of Trade, and the success of the event was partly due to preliminary arrangements made by the Overseas Trade Fairs Directorate of the Board of Trade and the British Government Office in Montreal.

Going British in Bergen

AS PART OF the celebrations to commemorate the 750th anniversary of the signing of the Anglo-Norwegian Commercial Treaty, special promotions of British goods were held at the Kloverhuset and Sundt stores in Bergen, centre of Norway's thriving shipbuilding industry. Textiles, ladies' and men's wear and household goods were featured and two London models displayed the latest in British fashions. The promotions were opened on October 6 in the presence of the British Ambassador, Sir Ian Scott.

HM King Olav V attended a special meeting on October 9 of the Handelsforening at which Mr. Edmund Dell, Joint Under Secretary, Department of Economic Affairs was the chief British speaker. The meeting was followed by a buffet supper at which His Majesty was also present. The following evening Sir Ian Scott was joint host with the Export Council for Europe at a ceremonial banquet in the Haakonshall. Mr. John Diamond, Chief Secretary to the Treasury, spoke at this gathering of leading figures from the public and commercial life of Bergen and Oslo and the Norwegian Minister of Finance, Mr. Ole Myrvoll, replied. The Lord Mayor of Westminster, accompanied by the Lady Mayoress was also in Bergen for the celebrations and the Board of Trade was represented by Mr. J. Lister.

Five British concerns active in the Norwegian Market provided speakers for two technical symposia on 'Electronic Equipment for Airfields' and 'Control Engineering in Ships'.

Overseas Trade and Exports

The Dallas Regional Trade Mart

By Gerald Simpson, CMG, British Consulate-General, Houston

The regional trade mart is a distinctive and important feature of the United States merchandising scene. This article describes the remarkable Dallas Market Center, a consumer goods market serving one-fifth of the United States, and as yet largely unknown to British industry. Its publication coincides with the visit to Dallas of HRH Princess Alexandra on the occasion of the British Fortnight at Neiman-Marcus's store.

An aerial view of the vast Dallas Market Center, lying just outside the city of Dallas. This immense consumer goods market serves one-fifth of the United States, an area of 25 million consumers with an annual purchasing power of more than $40 billion.

THE MERCHANDISING of a wide range of consumer goods in the United States market takes place at a number of regional trade marts which have been set up in strategically located commercial centres of the main trading areas: in New York for the north east, Chicago for the middle west, Los Angeles for the west coast, Dallas for the south and Atlanta for the south east.

Most of the British consumer products entering the United States are of course handled through the port of New York by importers and other representatives of British manufacturers based in that city. New York is the main distribution centre for the United States market for many consumer products, both imported and domestic, including clothing and giftware. It is the scene of frequent trade fairs and market weeks for the clothing industry, and has a number of buildings in which various industries concentrate their showrooms offering complete permanent displays of giftware, china, glass, toys, etc. – all attracting buyers from all over the United States.

However, in a country the size of the United States it is obvious that one main centre cannot cater for the whole market, and only natural that merchandising centres should be established in the principal cities in the main trading areas to serve the regional markets. The marts house various types of selling organizations but, generally speaking, are designed as wholesale centres where retailers in the area can purchase merchandise at one central location. Atlanta covers wearing apparel, giftware, sporting goods and toys and furniture and home furnishings; Chicago concentrates on home furnishings and some wearing apparel; Los Angeles on clothing and giftware. The Dallas Trade Mart, one of the largest, is described below.

The visit of HRH Princess Alexandra to Dallas, Texas this week will, we hope, bring home to British businessmen how much Texas has changed in recent years. Though television and the cinema may give the impression that there are still only cows between Dodge City and the Rio Grande at Laredo, in fact Texas is now further into the twentieth century than most other American states. Dallas provides a good example of this. As the headquarters for such industrial companies as Ling-Temco-Vought, which has an annual production of $1,800 million of a variety of products including the most sophisticated space equipment, and as one of America's leading banking and insurance centres, its own population of one-and-a-half million alone provides a rich market for British consumer goods. Neiman-Marcus's internationally famous store, which has grown with the development of the great oil fortunes of Texas, is perhaps a symbol of this wealth.

But Dallas is more than a one-city market. It is the focal point of international trade and transportation for almost one-fifth of the United States. It serves a great southern band of ten states between the Rockies and the eastern bank of the Mississippi. This is second only to Southern California as the fastest growing region of the United States. There are 25 million consumers in the area, with an annual purchasing power of more than $40 billion. This population equals that of Belgium and the Netherlands together, but is a far richer one. The remarkable Dallas Market Center has been both chicken *and* egg in this growth.

The Market Center was created by a group of men with even more than the usual amount of Texas vision and 'get-up-and-go'. Started in 1956, the Center now consists of five immense buildings, together providing nearly three million square feet of exhibition space and built at a cost of $175 million. The complex has become

(*Continued on next page*)

DALLAS REGIONAL TRADE MART, *continued*

the principal joint wholesaling operation in the southern United States. It has put Dallas on the same level as New York, Chicago and Los Angeles as a wholesaling centre for consumer goods. Every store of any importance in the southern United States, and many from the remainder of the country, sends buyers to the regular markets. Many – including the affiliates of national chains – do the great part of their buying there. And a steady stream of buyers also visits its permanent showrooms throughout the year. In 1965, 150,000 professional buyers visited the Center for market weeks. It would have taken a salesman – carrying only a small part of what he could exhibit at the Center – a year to call on even 1 per cent of this number.

The Apparel Mart

This is the largest building in the complex. Built in 1964, it provides over one million square feet of space with 800 self-contained showrooms on four floors. As in the other marts, these display rooms have their corridor walls entirely of glass. Most of them are permanently rented and used and the number of showrooms available for temporary use during market weeks unfortunately rapidly diminishes. Showrooms are allocated by the American Fashion Association, and most of the major American manufacturers are permanent tenants.

Apart from the attractive wide corridors, escalators, indoor gardens and restaurants, the Apparel Mart has a distinctive and dramatic feature, its 'Great Hall'. A 60 foot high ceiling covers 42,000 square feet of sculptured space, providing a setting for fashion shows bigger than that of any London or New York ballroom. It has a stage, dressing rooms, storage area for props and samples, dramatic lighting effects, and its terraced floor and balconies can accommodate an audience of 8,000 for fashion shows. Even this has been found inadequate for the 15,000-30,000 buyers who visit the principal market weeks. The Mart also contains a club for exhibitors and their guests, a small fashion theatre, seating up to 800, and a fashion museum and library for designers and research students.

Regular markets are held all the year round (see table for appropriate times) and prospective British exporters should time their visits, and the clothes they show with the appropriate markets.

The Trade Mart

Other facilities of at least equal interest to British exporters are those at the Trade Mart, which is devoted to giftware, tableware and some home furnishings, particularly carpets and drapes. This is a four-storey building with an area of a little under a million square feet providing 426 individual display rooms. Over 2,000 lines of giftware including china, silver, crystal, pewter, jewellery, toys, leather goods, wood and ivory carvings, brass and copperware, pictures, stationery, rugs and carpets, lamps and kitchenware are displayed in its spacious showrooms.

One of the showrooms in the Trade Mart, the section devoted to giftware, tableware and home furnishings. About 27 per cent of the imported merchandise handled here comes from Britain.

About 38 per cent of the occupants of the permanent showrooms handle imported merchandise. Approximately 27 per cent of this comes from Britain, about the same proportion from Japan and about 18 per cent from Italy. Evidence of the Mart's national standing is to be found in the increasing number of buyers visiting it from the rival centres of Los Angeles, Chicago and New York.

The Homefurnishings Mart

This provides 161 permanent showrooms under a two-storey building with an area of half a million square feet. All the showrooms are leased by the representatives of 234 well-known domestic manufacturers of furniture, floor coverings, lamps, fabrics, and so forth. The Mart has assumed a considerable influence in the American home furnishings business and is a leading wholesale centre. Some 9,000-10,000 buyers visit it during market days.

The Decorative Center

The first to be built, and the smallest, this covers 130,000 square feet and contains 27 showrooms around a central courtyard. It caters for the upper end of the interior decorating market, a lucrative field in an area of great personal wealth and intensely status-conscious businessmen who spend lavishly on the decoration of their offices.

Manufacturers of lighting fixtures, lamps, reproduction furniture, fabrics and wall-coverings were the first to establish themselves in the Center. Now, the lessees of space there have extensive connections with Europe for the sale of silver, china, antiques and other works of art and – in the Orient – for rugs and carpets, brass and copperware, ivory, jade, etc. The Center enables an interior decorator to select the finest materials for any type of commission. Today interior decorators from all over the South visit the Center for this purpose.

The Market Hall

This is a 200,000 square foot hall built to accommodate the overflow from other buildings during market weeks as well as to cater for national conventions, automobile, boat and other trade shows and sporting events. It can be converted overnight from one kind of activity to another.

Participation

The brief descriptions given above cannot convey an adequate impression of the various elements of the Market Center. British businessmen who have visited it have gone away extremely impressed by what they have seen, and particularly during market weeks when the buildings can only be compared with beehives. Apart from the activity at the Center, the city's hotels and motels are simultaneously crowded with thousands of buyers from every point of the United States, all of them providing valuable contacts.

The timings of the market weeks are given in the table. These of course provide the best opportunities for British manufacturers. It is not, however, easy to secure temporary space. At the present moment there is no space available for temporary or permanent rental at the Trade Mart. The Apparel Mart has only 180 showrooms available for hire during market weeks but is planning to add a further two million square feet of space. The Home Furnishing Mart is also fully occupied but will open new space for rental in May. This means that a potential exhibitor at any market week must plan *well* ahead and even a year is not too long a time. The official British services enjoy excellent relations with the administrators, who go out of their way to help them, but there is a limit to what is possible when well-known and well-organized domestic manufacturers are also bidding for space. Sometimes, and this is particularly true of the Trade Mart, the only solution is to find a local representative who already has permanent space.

We do, however, recommend that British manufacturers consider the prospects offered by the Market Center. At $5.50-$6.50

per square foot per annum space is not expensive considering the great return that can be obtained from it. Space at market weeks is less expensive, and, if shared with a group of British manufacturers, as we recommend, potentially a rewarding outlay.

British manufacturers who are interested in the facilities at the Market Center should contact Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404). For additional information on the market in the South-west United States for individual British products call Export Intelligence at the Board of Trade (Tel. 01-248 9633).

Market weeks at the Dallas Market Center

Men's, Boys' Spring and Summer Mart (A)	2nd week January
Home Furnishings Market (H/T/M/D)	3rd week January
Women's, Children's Midsummer Mart (A)	4th week January
Gift and Jewellery Show (T/M)	3rd week February
Transition and Knitwear Market (A)	Beginning of April
Homefurnishings, Gifts and Accessories Marts (H/T/D)	End of March
Men's, Boys' Autumn and Back-to-School Mart (A)	Late April
Southwest Shoe Market (A)	Late April
Dallas Toy Show (T/M)	Beginning of May
Women's, Children's Autumn and Back-to School Mart (A)	End of May
Christmas Gift Show (T/M)	Beginning of July
Homefurnishings Mart (H/T/M/D)	2nd week July
Women's, Children's Midwinter and Resort Mart (A)	4th week August
Gift and Jewellery Show (T/M)	1st week September
Homefurnishings, Gift and Accessories Marts (H/T/D)	End of September
Southwest Shoe Market (A)	End of September-mid October
Men's, Boys' Pre-Spring and Holiday Mart (A)	End of October
Women's, Children's Spring and Holiday Mart (A)	End of October

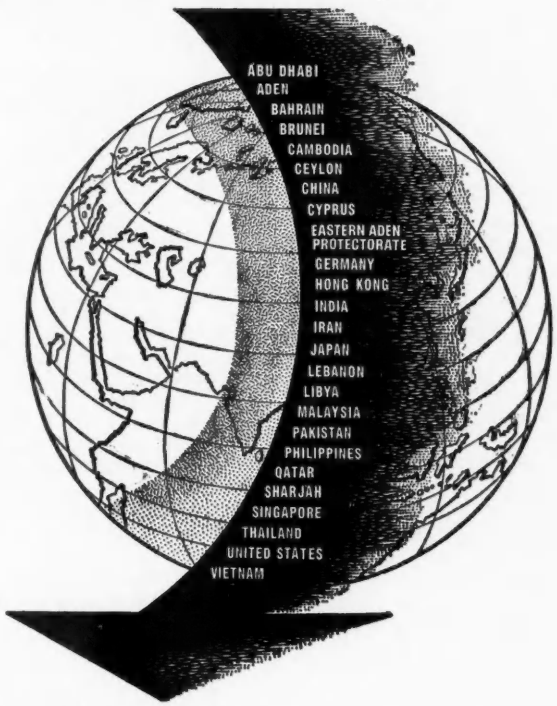
A – Apparel Mart
T – Trade Mart
M – Market Hall
H – Homefurnishings Mart
D – Decorative Center

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

The best way to these EXPORT MARKETS



is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East. having 250 offices in the territories, shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

TRADE AND FINANCIAL ARRANGEMENTS

Britain and Italy

ARRANGEMENTS HAVE been made between Britain and Italy to continue until June 30, 1968, the existing arrangements for the two items for which import quotas are still in force in Italy.

For gold and gold alloy the quota remains at £90,000.

For gold manufactures the quota remains at the increased rate of £25,000.

Licences will continue to be granted for the import into Italy of tetra-ethyl lead and anti-knock components based on tetra-ethyl lead.

Italy will, as previously, permit the export to Britain of at least 1,000 tons of angols, of which 200 tons may be in the form of wine lees.

Italy and Lebanon

THE ITALIAN Minister of Foreign Trade has announced that the trade agreement between Italy and Lebanon signed in Beirut on November 4, 1955, has been tacitly renewed for a further year from September 11, 1967. The quota lists remain unchanged.

The text of the Italian import quotas can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449 and 450), quoting CRE 5806/G.

Double taxation—Belgium

THE BOARD of Inland Revenue announce that the Double Taxation Convention with Belgium, which was signed on August 29, 1967, was published on October 2, 1967, as a Schedule to a draft Order in Council.

Hints to businessmen visiting Gibraltar, Turkey and Uganda

REVISED EDITIONS of the booklets on Gibraltar, Turkey and Uganda have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of July 14, 1967, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September 1967.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433). Information for United Kingdom exporters will be found on page 932.

Export Service Bulletin

DURING THE quarter ended September 30, 1967, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

Quarter ended September 30, 1967

Commodity	*No. of Inquiries*
Aircraft and Watercraft	42
Antiques and Works of Art	5
Baby and Invalid Carriages	3
Boots, Shoes and Slippers	18
Brushes and Brooms	9
Building Supplies	132
Ceramic Products	36
Chemicals, Oils, Fats, Greases and Paints	221
Clothing	87
Contracts	291
Cosmetics, Toilet Preparations, Perfumery and Hairdressing Equipment	14
Domestic Appliances	61
Druggists' Sundries	29
Drugs and Pharmaceutical Preparations	61
Electrical Machinery and Apparatus	903
Fancy Goods	29
Foodstuffs, Beverages and Tobacco	79
Furniture and Floor Coverings	43
Glass and Glassware	31
Hard Haberdashery	18
Iron and Steel	404
Jewellery, Cutlery, Goldsmiths' and Silversmiths' Wares	25
Leather and Imitation Leather	16
Leather Goods	10
Livestock and Appliances and Equipment	10
Machinery and Plant (including Machine Tools)	1269
Medical and Surgical Instruments and Appliances	85
Metalwares	11
Mineral Products	41
Musical Instruments	25
Non-Ferrous Metals	197
Office Machinery and Equipment	55
Paper, Printed Matter and Stationery	186
Photographic and Cinematographic Equipment	38
Plastic Materials	52
Prefabricated Houses and Buildings	8
Radio Apparatus (including Record Players, Television Receivers and Tape Recorders)	137

Commodity	No. of Inquiries
Railway Equipment	144
Rubber Manufactures	58
Scientific and Optical Instruments	242
Soap and Cleansing Preparations	11
Spectacleware, Opticians' Supplies	8
Sports Goods	22
Textiles	202
Timber, Wood Manufactures	28
Tools, Hand and Engineers' Small (including Portable Power Tools)	109
Toys, Games and Model Engineering	17
Vehicles and Parts	181
Watches and Clocks	11

Market Reports (by Country)

Country	Commodity	Bulletin No.
British Virgin Islands	General Report on the Market	135/67
Netherlands	Engineers small tools and Gauges	130/67
New Zealand	Packaging Machinery	140/67
Surinam	General Report on the Market	168/67
Sweden	Art and Antiques	148/67
Sweden	Baby Carriages	148/67
Sweden	Bicycles	148/67
Sweden	Books and Periodicals	148/67
Sweden	Brushes	148/67
Sweden	Carpets and other Floor Coverings	148/67
Sweden	Chemists' Sundries, Cosmetics and Toiletries, etc.	148/67
Sweden	Chinaware, Earthenware and Glassware	148/67
Sweden	Clothing	148/67
Sweden	Domestic Appliances Powered by Gas or Oil	148/67
Sweden	Domestic Cleaning and Polishing Materials Household Insecticides, Paints and Varnishes	148/67
Sweden	Domestic Electrical Appliances	148/67
Sweden	Domestic Furniture	148/67
Sweden	Domestic Hardware, Holloware, Cutlery and Flatware	148/67
Sweden	Dress Materials, Furnishing Fabrics, Household Linens, Suitings, Coatings and Linings, Knitting Wool	148/67
Sweden	Electric Lamps and Lighting Fittings	148/67
Sweden	Food and Confectionery including Non-Alcoholic Beverages	148/67
Sweden	Footwear	148/67
Sweden	Haberdashery	148/67
Sweden	Hand Tools, Gardening Tools, including Do-it-Yourself Items	148/67
Sweden	Hats	148/67
Sweden	Jewellery, Gold, Silver and Plate	148/67
Sweden	Leather and Artificial Leather Goods, Handbags, Wallets and Travel Goods	148/67
Sweden	Musical Instruments	148/67
Sweden	Office Machinery and Equipment	148/67
Sweden	Ophthalmic and Optical Goods	148/67
Sweden	Photographic Materials and Equipment	148/67
Sweden	Radio and Television Sets, Record Players, Tape Recorders and Records	148/67
Sweden	Sports Goods	148/67
Sweden	Stationery and Stationer's Sundries	148/67
Sweden	Tobacco and Tobacconists' Sundries	148/67
Sweden	Toys and Games	148/67
Sweden	Umbrellas, Garden Sunshades and Walking Sticks	148/67
Sweden	Vehicle Accessories	148/67
Sweden	Watches, Clocks and Barometers	148/67
Sweden	Wines and Spirits	148/67
United States Virgin Islands	General Report on the Market	138/67

Market Reports (by Commodity)

Commodity	Country	Bulletin No.
Engineers Small Tools and Gauges	Netherlands	130/67
General Report on the Market	British Virgin Islands	135/67
General Report on the Market	Surinam	168/67
General Report on the Market	United States Virgin Islands	138/67
Packaging Machinery	New Zealand	140/67
Art and Antiques	Sweden	148/67
Baby Carriages	Sweden	148/67
Bicycles	Sweden	148/67
Books and Periodicals	Sweden	148/67
Brushes	Sweden	148/67
Carpets and other Floor Coverings	Sweden	148/67
Chemists' Sundries, Cosmetics and Toiletries, etc.	Sweden	148/67
Chinaware, Earthenware and Glassware	Sweden	148/67
Clothing	Sweden	148/67
Domestic Appliances Powered by Gas or Oil	Sweden	148/67
Domestic Cleaning and Polishing Materials Household Insecticides, Paints and Varnishes	Sweden	148/67
Domestic Electrical Appliances	Sweden	148/67
Domestic Furniture	Sweden	148/67
Domestic Hardware, Holloware, Cutlery and Flatware	Sweden	148/67
Dress Materials, Furnishing Fabrics, Household Linens, Suitings, Coatings and Linings, Knitting Wool	Sweden	148/67
Electric Lamps and Lighting Fittings	Sweden	148/67
Food and Confectionery including Non-Alcoholic Beverages	Sweden	148/67
Footwear	Sweden	148/67
Haberdashery	Sweden	148/67
Hand Tools, Gardening Tools, including Do-it-Yourself Items	Sweden	148/67
Hats	Sweden	148/67
Jewellery, Gold, Silver and Plate	Sweden	148/67
Leather and Artificial Leather Goods, Handbags, Wallets and Travel Goods	Sweden	148/67
Musical Instruments	Sweden	148/67
Office Machinery and Equipment	Sweden	148/67
Ophthalmic and Optical Goods	Sweden	148/67
Photographic Materials and Equipment	Sweden	148/67
Radio and Television Sets, Record Players, Tape Recorders and Records	Sweden	148/67
Sports Goods	Sweden	148/67
Stationery and Stationers' Sundries	Sweden	148/67
Tobacco and Tobacconists' Sundries	Sweden	148/67
Toys and Games	Sweden	148/67
Umbrellas, Garden Sunshades and Walking Sticks	Sweden	148/67
Vehicle Accessories	Sweden	148/67
Watches, Clocks and Barometers	Sweden	148/67
Wines and Spirits	Sweden	148/67

Standing in front of St. Basil's Cathedral, Moscow, are members of the British Menswear Guild's mission to Moscow. Left to right: Derek P. Rose, Guild chairman (Bonsoir); J. Franks (Aquascutum), A. Chichester (ABHM); S. Cook (Byford); T. Malcolm (Braemar); D. Reid (Smedley); S. Rose (DAKS, S. Simpson); and J. C. Morland (Morlands). The mission took place from September 1 to 6, and according to the Guild chairman was highly successful.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 404 *and* 406. *Telex* 25977 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

ALGERIA

Algerian Radio and Television Authority:
(194/67) Radio Stations. November 30. E.S.B. 36351/67.
(195/67) Milk Products for Trade Ministry Buying Group. November 25. E.S.B. 36387/67.*

ARGENTINA

Servicios Electricos Del Gran Buenos Aires:
(196/67) Insulators. November 2. E.S.B. 36506/67.*
(196/67) Concrete Posts. November 2. E.S.B. 36505/67.*
(198/67) Transformers. November 9. E.S.B. 36954/67.*
(198/67) Mercury Vapour Lamp Fittings. November 9. E.S.B. 36955/67.*
(198/67) Distribution Boxes. November 9. E.S.B. 36956/67.*

AUSTRALIA

Department of Harbours and Marine:
(197/67) Cathodic Protection System. November 1. E.S.B. 36525/67.*
Department of Supply:
(196/67) Drafting and Digiting Machine. November 8. E.S.B. 36529/67.*
(198/67) Micro Electronic Devices. October 31. E.S.B. 36979/67.
(197/67) Transformers for Electricity Commission of New South Wales. November 6. E.S.B. 36535/67.*
(197/67) Power Station Equipment for Electricity Trust of South Australia. November 7. E.S.B. 36569/67.
(198/67) Operations Recorder for Mount Isa Shire Council. October 30. E.S.B. 36980/67.*
Postmaster Generals Department:
(194/67) Radiotelephone Antennae. November 2. E.S.B. 36508/67.*
(196/67) Switchboard for Public Works Department. October 25. E.S.B. 36551/67.*
(198/67) Locomotives; Stall Exchanger Equipment for Victorian Railways. October 25. E.S.B. 36986/67.

BRAZIL

(194/67) Electric Meters for Centrais Electricas de Sao Paulo. November 1. E.S.B. 36097/67.

BURMA

Myanma Export Import Corporation:
(194/67) Wire Rope. October 31. E.S.B. 36312/67.*
(194/67) Nylon Yarn. October 31. E.S.B. 36323/67.*
(198/67) Bicycle Spare Parts. November 13. E.S.B. 37000/67.*
(199/67) Diesel Engine Spare Parts. October 25. E.S.B. 36995/67.*
(199/67) Vehicle Spare Parts. October 25. E.S.B. 36997/67.*
(198/67) Marine Diesel Engine. October 25. E.S.B. 36996/67.*
(198/67) Tyres and Tubes. November 8. E.S.B. 36999/67.*
(198/67) Zinc Oxide. October 27. E.S.B. 37007/67.*
(199/67) Diesel Engines. October 25. E.S.B. 36998/67.*
(199/67) Gelatine. October 28. E.S.B. 37009/67.*
(199/67) Refrigerent Gases. October 28. E.S.B. 37010/67.*
(199/67) Charcoal. October 28. E.S.B. 37011/67.*
(19g/67) Tyre Cord Fabric. October 27. E.S.B. 37012/67.*
(199/67) Gum Powder. October 28. E.S.B. 37013/67.
(198/67) Chemicals for Peoples Oil Industry. November 27. E.S.B. 37022/67.*
Public Works Corporation:
(198/67) Drilling Machines. November 29. E.S.B. 37021/67.*
(198/67) Galvanized Iron Sheets. November 10. E.S.B. 36994/67.*
Union of Burma Railway Board:
(198/67) Cable. November 14. E.S.B. 36987/67.*
(198/67) Copper Wire. November 14. E.S.B. 36988/67.
(198/67) Cables. November 14. E.S.B. 36989/67.*
(198/67) Conduits and Fittings. November 14. E.S.B. 36991/67.*
(198/67) Lamps. November 14. E.S.B. 36992/67.*
(198/67) Metals. November 14. E.S.B. 36993/67.*
(199/67) Permanent Way Materials. November 10. E.S.B. 37023/67.
(199/67) Earthwork Machinery. November 10. E.S.B. 37024/67.
(199/67) Coach Underframes. November 13. E.S.B. 37025/67.
(199/67) Bridge Girders. November 15. E.S.B. 37027/67.*
(199/67) Spring Spikes. November 15. E.S.B. 37028/67
(199/67) Diesel Locomotives. November 15. E.S.B. 37029/67.
(199/67) Coach Bogies. November 17. E.S.B. 37030/67.

CANADA

(198/67) Autotransformer for Manitoba Hydro. November 14. E.S.B. 36905/67.*

CEYLON

(198/67) Cold Rooms for Ceylon Fisheries Corporation. October 29. E.S.B. 36985/67.
(198/67) Pipes and Fittings for State Engineering Corporation. October 30. E.S.B. 36910/67.*
(198/67) Refrigerating Plant for Tender Board. (Further Information.) Tender documents now available. E.S.B. 36071/67.*

COLOMBIA

(198/67) Electrical Equipment for Instituto Nacional de Radio y Television. (Further Information.) Closing date postponed to November 15. E.S.B. 32426/67.

COSTA RICA

(194/67) Structural Aluminium for Instituto Costarricense de Electricidad. November 25. E.S.B. 36513/67.*
(198/67) Vehicle Chassis for Instituto Nacional de Seguros. November 15. E.S.B. 36941/67.*

FORMOSA

Central Trust of China:
(197/67) Compressor Spare Parts. October 26. E.S.B. 36568/67.*
(197/67) Cigarette Plant. October 30. E.S.B. 36570/67.*
(197/67) Rails. October 25. E.S.B. 36571/67.*
(197/67) Abrasives. October 30. E.S.B. 36580/67.*
(197/67) Vacuum Tubes. October 29. E.S.B. 36581/67.*
(197/67) Fluorspar. November 3. E.S.B. 36588/67.*
(197/67) Radio Receivers. October 27. E.S.B. 36589/67.*
(198/67) Portable Electric Winches. November 2. E.S.B. 36600/67.*
(198/67) Lactic Acid. November 1. E.S.B. 36912/67.*
(198/67) Sealing Materials. November 1. E.S.B. 36923/67.*
(198/67) Holiday Detectors. October 30. E.S.B. 36924/67.*
(198/67) Vacuum Tube. October 28. E.S.B. 36925/67.*
(198/67) Control Instruments. October 30. E.S.B. 36926/67.*
(198/67) Paste Mixer. October 28. E.S.B. 36927/67.*
(198/67) Radio Testing Equipment. October 28. E.S.B. 36928/67.*
(198/67) Gas Cylinders. October 30. E.SB. 36929/67.*
(198/67) Disconnecting Switch; Lightning Arresters. October 28. E.S.B. 36959/67.*
(198/67) Printing Presses. October 30. E.S.B. 36940/67.*
(198/67) Air Brake Parts. October 30. Tender documents now available. E.S.B. 36941/67.*
(198/67) Gear Pumps. October 30. E.S.B. 36944/67.*

GERMANY, FEDERAL REPUBLIC OF

(196/67) Tyres and Tubes for Joint Purchasing and Contracting Officer. November 10. E.S.B. 36533/67.*

GREECE

(198/67) Agricultural Chemicals for Agricultural Bank of Greece. (Further Information.) Closing date postponed to October 25. E.S.B. 28931/67.*
Ministry of Commerce:
(195/67) Laboratory Equipment. (Further Information.) E.S.B. 17847/67.*
(195/67) Laboratory Equipment. (Further Information.) Closing date postponed to November 6. E.S.B. 22517/67.*
(195/67) Steel Tower Accessories. October 25. E.S.B. 36367/67.*
(195/67) Drilling Equipment. November 6. E.S.B. 36368/67.*
(195/67) Steel Towers. November 6. E.S.B. 36369/67.*
(195/67) Laboratory Equipment. November 6. E.S.B. 36370/67.*
(195/67) Paper. October 30. E.S.B. 36371/67.*
(195/67) Printing Machines; Book Binding Machines. October 30. E.S.B. 36373/67.*
Public Power Corporation:
(195/67) Transformers. November 3. E.S.B. 36360/67.
(195/67) Distribution Line Accessories. November 6. E.S.B. 36361/67.
(198/67) Voltage Transformers. November 6. E.S.B. 36947/67.

INDIA

Bhabha Atomic Research Centre:
(195/67) Oscilloscope. (Further Information.) Tender documents now available. E.S.B. 33990/67.*
(196/67) Ultrasonic Test System. October 31. E.S.B. 36393/67.
(196/67) Glass Manufacturers Machinery. October 25. E.S.B. 36390/67.
(196/67) Strain Gauges. October 26. E.S.B. 36391/67.
(196/67) Testing Machine. October 30. E.S.B. 36394/67.
(198/67) Metering and Testing Equipment for Bihar State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 33297/67.*
(195/67) Dredger for Chief Engineer, Cochin Port Trust. (Further Information.) Closing date postponed to October 30. E.S.B. 16611/67.*
(198/67) Cable for Government of Mysore Hydro Electric Projects. October 25. E.S.B. 36950/67.*
Indian Telephone Industries Ltd.:
(195/67) MS Channels. November 20. E.S.B. 36384/67.
(197/67) Zinc Plated Steel Sheets. (Further Information.) Tender documents now available. E.S.B. 35468/67.*
(198/67) Copper Sections. November 13. E.S.B. 36931/67.
(198/67) Brass Rods and Bars. October 30. E.S.B. 36974/67.
(198/67) Metals. October 30. E.S.B. 36977/67.
(198/67) Brass Rods and Wires. October 30. E.S.B. 36978/67.
(195/67) Laboratory Equipment for Industrial Testing and Research Laboratory. November 10. E.S.B. 36359/67.*
(198/67) Concrete Piling for Madras State Electricity Board. November 22. E.S.B. 36968/67.
(195/67) Ball Mill; Concrete Mixers for Mahi Project Circle, Rajasthan. December 11. E.S.B. 36070/67.
(197/67) Railway Wheels and Axles for Ministry of Railways. November 8. E.S.B. 36553/67.
(197/67) Locomotive Wheels for Railway Board. November 10. E.S.B. 36559/67.
(195/67) Conveyor Belting for Singareni Collieries Co. Ltd. (Further Information.) Tender documents now available. E.S.B. 35465/67.*
(198/67) Structural Steel Work for South Central Railway. (Further Information.) E.S.B. 35469/67.
Southern Railway:
(195/67) Steel Die Blocks. November 9. E.S.B. 36383/67.
(195/67) Caustic Soda Cells. November 6. E.S.B. 36385/67.

IRAN

(196/67) Steel Balls; Cylpebs for Central Companies Organization. November 21. E.S.B. 36516/67.*
(196/67) Machine Tools for Iranian State Railways. November 26. E.S.B. 36514/67.*
(196/67) Coloured Paper for Iranian Tobacco Monopoly. (Further Information.) Tender has been reissued and closing date now November 23. E.S.B. 2197/67.*

IRAQ

Ministry of Municipalities and Works:
(194/67) Generators. November 7. E.S.B. 36079/67.
(194/67) Chemical Dosers. November 5. E.S.B. 36083/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 50 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10*s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7058, *Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

(196/67) Steel Bars and Pipe for Ministry of Oil. October 31. E.S.B. 36522/67.

ITALY

(198/67) Radar Navigation Unit for North Atlantic Treaty Organization. November 30. E.S.B. 36981/67.*

KENYA

City Council of Nairobi:
(198/67) Building Materials. October 30. E.S.B. 36590/67.*
(198/67) Sand and Aggregate. October 30. E.S.B. 36591/67.
(198/67) Concrete Blocks and Lintels. October 30. E.S.B. 36592/67.
(198/67) Paint. October 30. E.S.B. 36593/67.
(198/67) Carpentry and Joinery Materials. October 30. E.S.B. 36594/67.
(198/67) Builders Hardware. October 30. E.S.B. 36595/67.
(198/67) Glass. October 30. E.S.B. 36596/67.
(198/67) Plumbing and Sanitary Ware Materials. October 30. E.S.B. 36597/67.
(198/67) Aluminium Roofing Sheets; Galvanized Iron Roofing Sheets. October 30. E.S.B. 36598/67.
(197/67) Electric Cable and Accessories. October 30. E.S.B. 36599/67.*

KOREA

(194/67) Overhead Line Accessories for Office of Supply. October 25. E.S.B. 36340/67.*

LEBANON

(198/67) Quayside and Silo Equipment for Executive Council – Grand Projects. November 30. E.S.B. 36906/67.
(199/67) Cranes for Conseil Executif Des Grands Projects. December 7. E.S.B. 37040/67.

LIBYA

Central Tender Board:
(197/67) Television Transmission Towers. (Further Information. Closing date postponed to October 30. E.S.B. 17442/67.
(197/67 Construction of Radio and T.V. Centres. (Further Information.) Closing date postponed to October 30. E.S.B. 17443/67.
(196/67) Construction of Overhead Line for Electricity Corporation of Western Provinces. November 3. E.S.B. 36400/67.
(198/67) Drugs; Chemicals for National Social Insurance Institution. November 16. E.S.B. 36965/67.

MALAYSIA

Penang Port Commission:
(196/67) Prime Movers; Trailers. November 4. E.S.B. 36310/67.*
(196/67) Cranes. November 4. E.S.B. 36309/67.*
(196/67) Structural Steelwork for Sultan Ismail Power Station. November 18. E.S.B. 36093/67.
(196/67) Wire for Telecommunications Stores and Workshops. November 14. E.S.B. 36508/67.*

MALTA

(197/67) Ducts for The Treasury, Valletta. October 26. E.S.B. 36549/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(194/67) Suspension Springs. November 17. E.S.B. 36062/67.
(194/67) Automotive Equipment. November 17. E.S.B. 36067/67.

NEW ZEALAND

(196/67) Cable for Dunedin City Corporation. November 20. E.S.B. 36528/67.*
General Post Office:
(194/67) Overhead Line Material. October 31. E.S.B. 36086/67.*
(197/67) Arresters. October 31. E.S.B. 36574/67.*
(197/67) Pliers. November 1. E.S.B. 36575/67.*
(197/67) Lamps. November 2. E.S.B. 36576/67.*
(197/67) Valves. November 26. E.S.B. 36578/67.*
(198/67) Finger Cones. November 8. E.S.B. 36982/67.*
(195/67) Switchgear for Hamilton City Council. October 25. E.S.B. 36586/67.*
Ministry of Works:
(194/67) Textiles. November 8. E.S.B. 36084/67.*
(197/67) Cotton Drill. November 1. E.S.B. 36577/67.*

NORWAY

(194/67) Office Supplies and Stationery for Headquarters, Allied Forces. October 31. E.S.B. 36358/67.*

PAKISTAN

(194/67) Laboratory Equipment for Director of Supply. November 30. E.S.B. 36302/67.*
(198/67) Chains and Anchors for East Pakistan Inland Water Transport Authority. October 30. E.S.B. 36974/67.*
(198/67) Railway Wagon Parts for West Pakistan Railway Board. November 23. E.S.B. 36984/67.
(198/67) Grid Stations for Water and Power Development Authority (Further Information.) Closing date postponed to November 13. E.S.B. 34842/67.*

PHILIPPINES, REPUBLIC OF

(196/67) Hoist for United Nations. October 21. E.S.B. 36505/67.*

SAUDI ARABIA

Jedda Municipality:
(198/67) Vehicles. October 26. E.S.B. 36952/67.
(198/67) Machinery Spare Parts for Jedda Municipality. October 31. E.S.B. 36953/67.

SENEGAL

(194/67) Port Works for Port Autonome de Dakar. (Pre-qualification.) October 31. E.S.B. 36098/67.

SINGAPORE, REPUBLIC OF

(198/67) Construction of Deep Water Wharves for Port of Singapore Authority. October 26. E.S.B. 36970/67.*
(197/67) Valves for Public Utilities Board. October 31. E.S.B. 36551/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(195/67) Testing Equipment. October 27. E.S.B. 36578/67.*
(195/67) Audiometers and Tape Recorders. October 27. E.S.B. 36579/67.*
(197/67) Stone Crushing Plant. November 24. E.S.B. 36535/67.*
(197/67) Motor Graders. October 27. E.S.B. 36537/67.*
(197/67) Water Truck. October 27. E.S.B. 36538/67.*
(198/67) Miscellaneous Kitchen Hardware for National Provincial Administration. October 25. E.S.B. 36914/67.*
South African Railways:
(197/67) Copper Wire. November 3. E.S.B. 36587/67.
(198/67) Aluminium Conductor. November 1. E.S.B. 36586/67.
State Tender Board:
(194/67) Copper Wire. November 2. E.S.B. 36103/67.*
(198/67) Transformers. October 25. E.S.B. 35672/67.*
(198/67) Electric Cable. November 9. E.S.B. 36932/67.*
(198/67) Attenuator. October 25. E.S.B. 36937/67.*
(198/67) Electric Cable. November 9. E.S.B. 36933/67.*
(198/67) Flameproof Electrical Fittings. November 9. E.S.B. 36934/67.*

SUDAN

(199/67) Coffee for Coffee Plantation and Trading Co. November 1. E.S.B. 37051/67.
(199/67) Electric Cables for Ministry of Works. November 8. E.S.B. 37036/67.*
Sudan Railways:
(195/67) Drilling Machine. November 2. E.S.B. 36373/67.*
(197/67) Threading Machine. November 7. E.S.B. 36365/67.*

SWITZERLAND

(194/67) Construction of Building for International Labour Office. (Further Information.) E.S.B. 48581/66.

THAILAND

(196/67) Fork Lift Trucks for State Railway of Thailand. November 6. E.S.B. 36515/67.
Telephone Organization:
(198/67) Switchboard Cable. October 25. E.S.B. 36958/67.
(198/67) Telephone Cables. October 25. E.S.B. 36959/67.
(198/67) Telephone Accessories. October 26. E.S.B. 36960/67.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
(197/67) Transformers. November 6. E.S.B. 36552/67.*
(197/67) Transformers. November 6. E.S.B. 36553/67.*
(197/67) Submarine Cable. November 6. E.S.B. 36554/67.*

TUNISIA

Secretariat D'Etat Aux Travaux Publics:
(197/67) Construction Works. October 30. E.S.B. 36901/67.*
(197/67) Construction Works. November 1. E.S.B. 36902/67.*
(197/67) Construction Works. November 3. E.S.B. 36903/67.*

TURKEY

(197/67) Telephone Carrier Equipment for P.T.T. Mudurlugu. November 6. E.S.B. 36564/67.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(199/67) Tulon Hair. November 8. E.S.B. 37037/67.
(199/67) Nickel Shot. November 13. E.S.B. 37038/67.

URUGUAY

State Oil and Alcohol Monopoly:
(196/67) Pipes. November 8. E.S.B. 36501/67.
(196/67) Micro Filming Equipment. November 9. E.S.B. 36502/67.

UNITED STATES OF AMERICA

(197/67) Hydraulic Pump Turbines for United States Army Engineer. November 13. E.S.B. 36566/67.*

VENEZUELA

(199/67) Fumigation Equipment for Ministry of Health and Welfare. November 3. E.S.B. 37035/67.

VIETNAM

Industrial Development Centre:
(195/67) Pipe Manufacturing Plant. November 5. E.S.B. 36396/67.*
(195/67) Chemical Plant Equipment. November 6. E.S.B. 36397/67.*
(198/67) Plastic Brush Manufacturing Plant. November 10. E.S.B. 36946/67.*

ZAMBIA

(194/67) Construction of Hospital for Director of Public Works. November 3. E.S.B. 36095/67.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. City 5757, Ext. 368 or Telex No. 25977).

ELEPHANTIDE (REGD.)

INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING

B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone; ARTHINGTON 2121 • TELEX 55103 • Grams; WHITELEY, POOL-IN-WHARFEDALE

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(194/67) Inquiry for mining machinery and equipment; coal processing equipment. E.S.B. 29891/67.
(197/67) Inquiry for ball bearing manufacturing machinery. E.S.B. 29654/67.

Australia
(197/67) Agency inquiry for pumps. E.S.B. 36427/67.
(195/67) Manufacture under licence – moulded plastic products. E.S.B. 36213/67.
(197/67) Inquiry for potato processing plant. E.S.B. 35829/67.

Bahamas
(199/67) Inquiry for fire-fighting equipment. E.S.B. 36775/67.
(199/67) Inquiry for furniture. E.S.B. 33801/67.

Bolivia
(196/67) Inquiry for cotton ginning equipment; cotton sack making machinery; linen; looms; wheelbarrows. E.S.B. 31462/67.
(196/67) Inquiry for floorcovering machinery. E.S.B. 22884/67.
(196/67) Inquiry for presses; sawmill equipment and accessories. E.S.B. 35844/67.
(198/67) Diesel powered equipment and vehicles. E.S.B. 1209/G.

Brazil
(198/67) Inquiry for rubber products. E.S.B. 28514/67.

British Honduras
(195/67) Agency inquiry for vegetable oils; pesticides; fungicides and insecticides. E.S.B. 35814/67.
(198/67) Inquiry for building materials; communication equipment; furniture; marine equipment; office equipment; sports goods; vehicles. E.S.B. 32117/67.

Bulgaria
(198/67) Foreign Trade Organizations. C.R.E. 12497/G.

Canada
(197/67) Agency inquiry for upholstery fabrics. E.S.B. 30380/67.
(194/67) Inquiry for leather goods. E.S.B. 35333/67.
(198/67) Inquiry for calendars; flags; rulers. E.S.B. 36625/67.

Ceylon
(197/67) Inquiry for electro-plating equipment; metal working machinery. E.S.B. 36132/67.

Finland
(196/67) Inquiry for apatite plant. E.S.B. 6236/66.
(199/67) Inquiry for viscose cellulose cloths. E.S.B. 36165/67.

Formosa
(195/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(194/67) Agency inquiry for electrical products. E.S.B. 35527/67.
(197/67) Agency inquiry for knitwear. E.S.B. 36405/67.
(199/67) Agency inquiry for slate. E.S.B. 35355/67.
(196/67) Inquiry for lamps. E.S.B. 36128/67.
(198/67) Manufacture under licence – water filtration and cleaning equipment. E.S.B. 36670/67.

Germany, Federal Republic of
(195/67) Inquiry for household gloves. E.S.B. 36192/67.
(197/67) Inquiry for confectionery. E.S.B. 36413/67.
(197/67) Inquiry for laboratory equipment and apparatus; lead bricks. E.S.B. 36493/67.
(197/67) Import opportunity – foodstuffs. C.R.E. 27/67.
(197/67) Import opportunity – miscellaneous food and agricultural products. C.R.E. 27/67.

Greece
(197/67) Agency inquiry for milk cooling equipment; plastic raw materials. E.S.B. 32158/67.

Haiti
(197/67) Agency inquiry for building materials; footwear; textiles; toys and games. E.S.B. 29534/67.

India
(198/67) Inquiry for synthetic resins. E.S.B. 22160/67.

Iran
(199/67) Inquiry for roller chains. E.S.B. 36425/67.

Israel
(197/67) Agency inquiry for chemicals. E.S.B. 36401/67.
(197/67) Agency inquiry for electrical equipment; electronic equipment; measuring instruments. E.S.B. 35757/67.

Italy
(198/67) Agency inquiry for cleaning products; cosmetics; hair brushes; household chemical products; plastic food containers; toilet preparations. E.S.B. 15455/67.
(198/67) Inquiry for asbestos sheets; hand tools; machine tools. E.S.B. 36280/67.

Jamaica
(194/67) Inquiry for transformers. E.S.B. 35842/67.

Jordan
(198/67) Inquiry for prefabricated buildings. E.S.B. 36690/67.

Lebanon
(197/67) Agency inquiry for automatic spare parts and accessories. E.S.B. 36141/67.

Libya
(194/67) Inquiry in respect of building supplies. E.S.B. 39209/65.

Malawi
(195/67) Malawi government buying agency.

Malaysia
(194/67) Agency inquiry for scientific instruments and apparatus. E.S.B. 36115/67.

Malta
(195/67) Agency inquiry for pipes and fittings; plumbers' brass foundry. E.S.B. 35841/67.
(197/67) Agency inquiry for cosmetics; hairdressing equipment and sundries; toiletries. E.S.B. 36453/67.

Mexico
(194/67) Inquiry for buses and coaches. E.S.B. 35807/67.
(194/67) Inquiry for food processing equipment and bottling machinery. E.S.B. 34574/67.

Morocco
(197/67) Inquiry for antibiotics. E.S.B. 36638/67.

Nigeria
(197/67) Inquiry for ornamental fountains. E.S.B. 32167/67.

North America
(194/67) Store buyers visit London. E.S.B. 4763/67.

Pakistan
(198/67) Inquiry for ropes. E.S.B. 35839/67.

Poland
(197/67) Poznan International Fair. G.D. 10025/G.

Saudi Arabia
(198/67) Inquiry for chalk stick production equipment. E.S.B. 36709/67.
(198/77) Inquiry for tile making machinery. E.S.B. 36732/67.

South Africa
(195/67) Inquiry for nylon yarns; synthetic staple fibre and tops. E.S.B. 35570/67.
(195/67) Inquiry for tape recorded music. E.S.B. 36118/67.
(196/67) Manufacture under licence – chemical products; light engineering products. E.S.B. 35079/67.
(198/67) Inquiry for aerosol products; food products; garden specialities; household cleaning products; motor car specialist products; toilet preparations. E.S.B. 36696/67.
(198/67) Inquiry for beeswax. E.S.B. 36701/67.
(199/67) Manufacture under licence – refuse removal vehicle bodies. E.S.B. 36800/67.

Switzerland
(195/67) Agency inquiry for floor covering materials. E.S.B. 43083/67.
(195/67) Agency inquiry for pneumatic and electric tools. E.S.B. 29093/67.
(199/67) Agency inquiry for pumps. E.S.B. 7318/67.
(196/67) Inquiry for household accessories; motoring accessories. E.S.B. 34541/67.

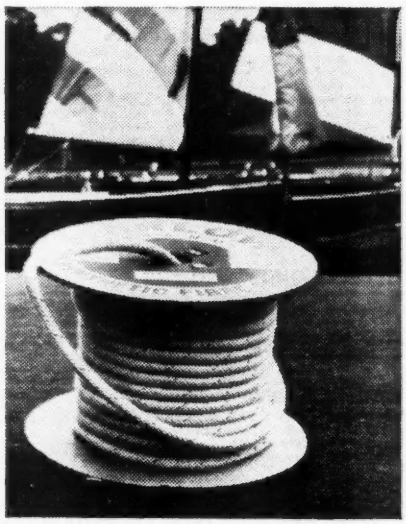
Uganda
(198/67) Inquiry for artificial jewellery; crockery. E.S.B. 36731/67.

United Arab Republic (Egypt)
(195/67) Inquiry for seed potatoes. E.S.B. 36145/67.

USSR
(195/67) S.I.M.A. exhibition in Moscow.

United States of America
(194/67) Agency inquiry for women's beauty aids. E.S.B. 35567/67.
(196/67) Agency inquiry for giftware; mirrors; paintings; toys. E.S.B. 36183/67.
(194/67) Inquiry for plastic sheets. E.S.B. 35837/67.
(194/67) Inquiry for wrapping foils. E.S.B. 35760/67.
(195/67) Inquiry for ingrain carpet. E.S.B. 36146/67.
(195/67) Inquiry for vertical spindle ring mill. E.S.B. 35780/67.
(196/67) Inquiry for pipe thread sealant and cord packing and gasketing. E.S.B. 35723/67.
(197/67) Inquiry for thermometers. E.S.B. 36417/67.
(197/67) Manufacture under licence – conveyors. E.S.B. 36663/67.
(198/67) Manufacture under licence in Britain – hydraulic torque booster. E.S.B. 34359/67.
(198/67) Manufacture under licence in Britain – metal stampings. E.S.B. 36648/67.
(198/67) Market report on cotton textile machinery. E.S.B. 26386/67.

Yugoslavia
(197/67) Agency inquiry for chemical fertilizers; consumer goods; steel sheets and plates. E.S.B. 12436/67.



Marlow Ropes Ltd. have succeeded in selling synthetic yacht ropes to Jean Morin of Bordeaux, one of the foremost European small craft builders and chandlers. The company's policy of delivering, for an all-inclusive charge, direct to customers' premises, helped with this and other exports. The Marlow Ropes' directors are enthusiastic yachtsmen, and are now extending their training scheme for export salesmen, to the extent of interesting Continental youth in being trained at Marlow's works in Britain to be sent back to their home countries to sell British. The picture shows one of the most popular Marlow ropes – made from soft pliable ICI Terylene yet with tremendous strength. Small yachting crafts use Marlow 8-plait Terylene ropes and for yachts over 18 ft., 16 plait.

†For further details of the 'Export Service Bulletin' see page 932.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Two-tonnage oxygen plant orders for BOC

BOC announces that its Chemical Plant Division has received an order from Siderurgia Nacional, Portugal, for a 250-ton/day oxygen producing plant. The order is worth over half a million pounds and has been won in the face of international competition, particularly from France and Germany.

The plant (which will be the first British-built tonnage plant in Portugal) is scheduled to be in operation by December 1968. In addition to supplying oxygen for steelmaking by the LD process, the plant will be able to supply oxygen for injection in the blast furnaces.

The contract also covers a two-year agreement whereby BOC and The Steel Company of Wales Ltd. will provide a technical consultative service to Siderurgia Nacional whose engineers will study techniques developed by both British companies in the use of oxygen enrichment of blast furnaces.

The contract was obtained on financial terms negotiated jointly with Lazard Brothers in conjunction with Banco Pinto Sotto Mayor of Lisbon and the Export Credits Guarantee Department.

Radio aids for huge Shell tankers

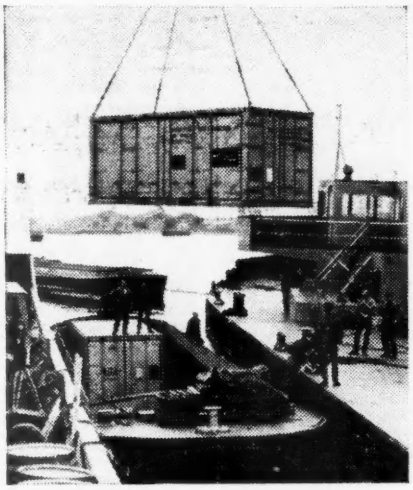
The largest tanker ever to be built in Britain the 115,250 dwt tanker 'Narica', was handed over recently to her owners Deutsche Shell AG, by Swan Hunter's, Wallsend. Marconi Marine, through the offices of their German associates Deutsche Betriebsgesellschaft fur Drahtlose Telegraphie, mbH, has fitted the 'Narica' with a 'Crusader' single-sideband transmitter, and a 'Lodestar' fully automatic direction finder. A four point 'Contour' echo-sounding installation is also fitted with projectors fore and aft and one to each side of the vessel amidships, which will give the watchkeeper precise soundings under the keel at all vital parts of the vessel, even at very shallow draughts. A further 'Contour' is fitted solely for navigational purposes, and soundings may be obtained using either the forward or aft projector. The 'Narica's' sistership, yard number 2022, and the 191,250 dwt tanker 'Myrina' which was launched at Harland & Wolff's, Belfast for the same owners, will be fitted with identical installations.

Four point 'Contour' echosounding installations will also be fitted to the 'Neverita' and 'Macoma', of 110,000 and 209,000 dwt respectively.

Marconi Marine are also supplying a complete range of communications equipment and aids to navigation, including two radars with full inter-switching facilities, to the 209,000 dwt tankers 'Marisa' and 'Megara', building in Japan.

Stamps for export

The Postmaster General, Mr. Edward Short, described himself as heading a 'two-man export mission' when he opened StanGib, the New York subsidiary of Stanley Gibbons Ltd., the London stamp dealers on September 28. StanGib have been appointed British Post Office Philatelic Distributors in North America.



MAT Transport Limited, London, has arranged their first all-container shipment to Malta, on behalf of Foster-Clark Products Ltd. Four 20 ft. and one 10 ft. units were packed at the London warehouse of the Metal Box Company, and shipped through the Prince-Westcott Joint Mediterranean Service. The picture shows one of the MAT 20 ft. 'Open Side' Duramin containers being transferred from a barge to the cargo ship in the London docks.

The importance of the philatelic trade to British exports was illustrated by the fact that 18,000 million stamps used in no fewer than 225 countries were printed in Britain, earning £1,340,000 in foreign currency.

The Post Office Philatelic Bureau in Edinburgh annually netted from the sale of British stamps £174,000 in foreign currency from collectors and dealers overseas.

There existed in America a potentially huge and largely untapped export market for British stamps, and the new agency was designed to meet its needs. On the day of issue in Britain, philatelic and stamp dealers in America would now be able to buy the new British stamps direct from New York. The showrooms would exhibit original artwork and essays featuring the most recent issues of stamps.

Meter order from Ceylon

An order worth £40,000 has been received by Landis & Gyr, North Acton, for specialized metering equipment to cover the complete transmission and distribution of the Maskeliya Oya Scheme in Ceylon.

This order was secured against competition from Continental, Far Eastern and Eastern European manufacturers.

£2 million bus orders from Indian States

Orders for bus chassis worth over £2 million have been received by Leyland Motors' associate company in Madras, Ashok Leyland Ltd. The contracts cover the supply of 912 Comet single-deck models to eight Indian State Transport Undertakings.

The largest order, for 275 chassis has been placed by the Gujarat State Road Transport Corporation which is currently operating over a thousand Leyland buses.

Other customers include the Maharashtra State Road Transport Corporation (171 chassis), Madhya Pradesh State Road Transport Corporation (150), Andhra Pradesh State Road Transport Corporation and Mysore State Road Transport Corporation (100 each) and the Bombay Electric Supply and Transport Undertaking (90 chassis).

The remaining 26 chassis are for the North Bengal State Road Transport Corporation (15) and Orissa Road Transport Corporation (11).

Parking meters for Durban

Venner Limited has received a further order, worth £7,000, for parking meters from the Municipality of Durban, South Africa.

By the autumn, when delivery of this latest order is due, there will be nearly 1,600 Venner parking meters in operation in the city.

Austrian export order

Alvis Limited have received an order worth £60,000 from the Austrian Government for their Stalwart amphibious vehicles.

These vehicles are to be used for trials during the coming winter to assess their suitability for flood and disaster relief. If the trials are successful, substantial orders are expected.

It will be recalled that last winter's disastrous floods resulted in extensive damage and loss of life, and the Austrian authorities, after seeing amphibious trials of the Stalwart, felt it would be the ideal vehicle for relief and rescue operations.

United Kingdom link with £6 million United States projects

Taylor Woodrow Blitman, Inc., of New York, one of the North American members of the Taylor Woodrow Group of London, has been selected to redevelop the central area of the growing commercial city of Rockville, Maryland, United States, in partnership with Sulzberger-Rolfe, realtors, and Goldman Sachs, bankers, both of New York, and John Hechinger of the Hechinger Company, Washington, DC. The contract is worth between $9,000,000 and $10,000,000.

Rio de Janeiro orders Automatic Biscuit Plant

Baker Perkins (Exports) Ltd. have received an order for an automatic biscuit plant from Industria de Produtos Alimenticios Piraque SA, in Rio de Janeiro. Included in the contract is a Baker Perkins pneumatic plant for handling flour and sugar, as well as a mill sugar circulating plant, which is being supplied by Douglas-Rownson Ltd., a Baker Perkins company.

£250,000 Aerial Ropeway order

An order valued at about £250,000, for an aerial ropeway 2,250 metres (1.4 miles) in length, has been received by British Ropeway Engineering Co. Ltd. from the United Provinces Government Cement Factory at Churk, India. The ropeway will be designed to carry 400 tons per hour of crushed limestone.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 1 issue.

To reduce your freight costs to Ireland

–and achieve quicker transit into the bargain!

Send your goods by the new LEP Groupage Service to Dublin

This new Lep Groupage Service provides fast shipment of goods from London, Birmingham, Leicester, and Liverpool to Dublin at economic through rates.

Departures are daily with direct delivery — *no dock delays* — to the Lep Bonded Freight Depot in Dublin — the only privately-owned Inland Clearance Depot in the Republic of Ireland.

Your goods can be with your clients within hours of arrival in Dublin.

Lep Irish Trunk Services operate to all major towns and cities.

For further information and rates, contact:—

Lep

IRISH EXPORT DEPARTMENT,
LEP TRANSPORT LTD.
SUNLIGHT WHARF,
UPPER THAMES STREET
LONDON, E.C.4
Tel. 01-236 5050 Ext.152

SCANDINAVIA by WILSON LINE

SWEDEN

THREE SAILINGS PER WEEK from
HULL to GOTHENBURG (England Sweden Line Service) Containers, Flats, Trailers, Conventional Cargo. Containers and Flats available for hire.

WEEKLY SAILINGS from
HULL to MALMO, HELSINGBORG, HALMSTAD.
HULL to NORRKOPING, STOCKHOLM, GEFLE.
LONDON to STOCKHOLM, NORRKOPING, GEFLE.

DENMARK

WEEKLY SAILINGS from
HULL to COPENHAGEN, ODENSE, AARHUS.
GOOLE to COPENHAGEN. (General Cargo Fridays). (Unit load Mondays).
LONDON to COPENHAGEN, AARHUS.

NORWAY

WEEKLY SAILINGS from
HULL to OSLO and OSLOFJORD PORTS.
LONDON to OSLO and OSLOFJORD PORTS.
GRIMSBY to KRISTIANSAND S, SKIEN, PORSGRUNN and OSLOFJORD PORTS.

FORTNIGHTLY SAILINGS from
HULL to STAVANGER, SANDNES, BERGEN, AALESUND, TRONDHEIM.
FELIXSTOWE to OSLO and OSLOFJORD PORTS.

We can also undertake a complete export service spanning road haulage, export documentation (customs entries, Bills of Lading etc.).
A feature of our service is the prompt issue of Bills of Lading.

For further details write or telephone:

ELLERMAN'S WILSON LINE LIMITED,
COMMERCIAL ROAD, HULL.

Telephone: 26081 Telex: 52277/8.
London Agents: THE UNITED SHIPPING CO. LTD.,
Mariner House, Pepys Street, E.C.3.
Telephone: ROYal 3141 Telex: 2-8232.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of September 28 announced the following amendments to the French Customs tariff from October 1, 1967, further to EEC Regulation No. 83-67, annexes I and II, of September 26, 1967.

Tariff No.	Description	Tariff Rate Per cent
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit: A. Rusks known as 'knackebrot' . . . . . . B. and C. No change.	10% (i)

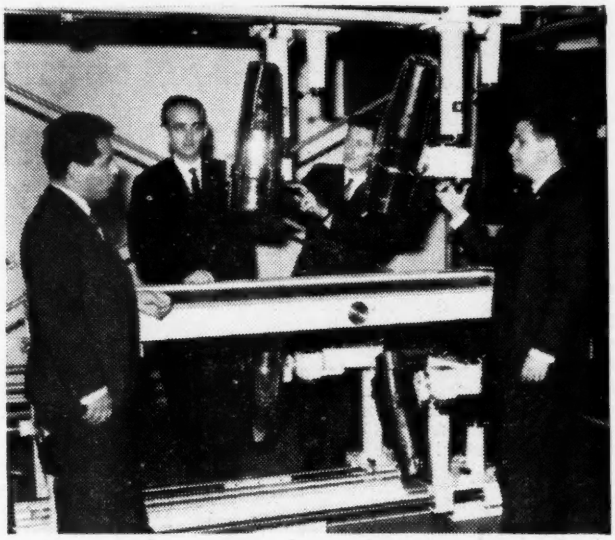
(i) The footnote remains unchanged.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.



Nuclear Enterprises (GB) Ltd. of Edinburgh is supplying the first whole body radiation monitoring system to be installed in Rumania. Left to right: physicist Claudiu Dumitru, Dr. Emilian Papescu, Nuclear Enterprises designer John Taylor and electronic engineer Mihai Bucica, are shown inspecting part of this advance designed monitor. The Rumanians, from the Central Medical Nucleonic Institute in Bucharest, where the monitor is to be installed, are spending three weeks in Britain and will visit other Nuclear Enterprises monitors in research centres and medical units.

Regulation	Description	Price
111/65	Fixing supplementary amounts of levies on imports of pigmeat and pig fat from third countries . .	6d. (9d.)
153/65	Reducing the additional amounts of levies on slaughtered hens and chickens and on halves or quarters of hens and chickens .	6d. (9d.)
25/67	On procedure for suspending the levy on olive oil imports used in the preservation of certain products . . .	1s. (1s. 3d.)
43/67	On procedure for giving effect to Regulation No. 216/66 on compound animal feeding stuffs based on cereals . .	8d. (11d.)
46/67	Amending Regulation No. 56/66 on calculating the maximum amount of refunds on exports to third countries of cheeses in Group No. 7	8d. (11d.)
47/67	Amending and adding to certain provisions of Regulations Nos. 3 and 4 concerning social security of migrant workers (seafarers)	1s. (1s. 3d.)
48/67	Setting up a common system of trade for ovo-albumin and lacto-albumin	1s. (1s. 3d.)
63/67	On measures to be applied as regards guide prices in the beef and veal sector for the 1967/1968 marketing season . .	8d. (11d.)
67/67	Concerning the application of Article 85, paragraph 2, of the Treaty, to certain categories of exclusive agreements . .	1s. (1s. 3d.)
71/67	Amending Regulation No. 68/67 concerning measures to be applied by France and Italy as regards prices in the milk and dairy products sector for the dairying season 1967/1968. .	8d. (11d.)
75/67	To avoid any diversion of trade which might result from the increase in the threshold price of rice in non-producing member states on May 1, 1967	8d. (11d.)
77/67	Abolishing the additional amount for slaughtered guinea-fowl .	8d. (11d.)
79/67	Fixing the standard coefficients applicable to certain dairy products for the refunds on exports to third countries for the period from November 1, 1964, to June 30, 1966 . .	8d. (11d.)
89/67	Fixing the basic price and purchase price of cauliflowers . .	8d. (11d.)

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

EEC—*continued*

Trade in compound animal feedstuffs with a cereal base

THE *Board of Trade Journal* dated September 22, 1967, contained an announcement about trade in compound animal feedstuffs.

The text of the following Regulations, which also affect trade in this sector, were published in the *Journal Officiel des Communautés Européennes:*

Regulation No. 650/67/CEE fixing the levies applicable to processed animal feetstuffs with a rice or cereal base (*Journal Officiel* No.237, dated September 30, 1967).

Regulation No. 651/67/CEE relating to the fixing of restitutions for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. 237, dated September 30, 1967).

The French text of these regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation will be published by HMSO.

Trade in processed products with a cereal base

THE *Board of Trade Journal* dated July 28, 1967 (page 233), contained an announcement about Regulation No. 191/67/CEE which introduced the common market organization for processed products with a cereal base.

In the table of products affected by this Regulation the penultimate item should be amended to read:

17.02 Glucose and glucose syrup.

The *Journal Officiel* No. 236, dated September 30, 1967, contains the text of the Regulation.

Regulation No. 630/67/CEE which determines the amounts of the variable elements applicable during the fourth term of 1967 to imports into member states of goods covered by Regulation No. 160/66/CEE.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for eggs and egg products

THE *Board of Trade Journal* dated September 22 contained an announcement about regulations concerning the common organization of the market for eggs and egg products.

The texts of the following Regulations which will also affect trade in these products have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 620/67/CEE concerns an addition to Article 4 of Regulation No. 217/67/CEE (*Board of Trade Journal* dated September 29, 1967) and modifies the annexes of this regulation which concerns the laying down of the conditions for granting refunds in respect of exports of certain agricultural products to non-member countries in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 234 dated September 28, 1967).

Regulation No. 637/67/CEE fixes the export refunds in the egg sector for the period beginning October 1, 1967 (*Journal Officiel* No. 235 of September 29, 1967).

Regulation No. 652/67/CEE modifies the supplementary amount for certain eggs in their shell (*Journal Officiel* No. 237, dated September 30, 1967).

Regulation No. 654 fixing the export refund for eggs in their shell exported in the form of merchandise not included in Annex II of the Treaty of Rome (*Journal Officiel* No. 237, dated September 30, 1967).

The French text of these regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 001-248 5757, Ext. 479).

Common organization of the market for pigmeat

THE *Board of Trade Journals* dated September 8 and 15, 1967 contained announcements about Decisions and Regulations concerning the common organization of the market for pigment.

The following Regulations which also affect trade in this product have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 614/67/CEE modifies Regulation No. 202/67/CEE (*Board of Trade Journal* dated September 2, 1967) which concerns the supplementary amounts applicable to imports of pigmeat products from third countries (*Journal Officiel* No. 231, dated September, 1967).

Regulation No. 615/67/CEE relates to the fixing of supplementary amounts applicable to certain products in the pigmeat sector (*Journal Officiel* No. 231 dated September 27, 1967).

Regulation No. 634/67/CEE extends the validity of Regulation No. 203/67/CEE (*Board of Trade Journal* dated September 8, 1967), establishing the transitional measures relating to import documents in the pigment sector (*Journal Officiel* No. 235, dated September 29, 1967).

Regulation No. 635/67/CEE relates to the fixing of export refunds in the pigment sector for the period beginning October 1, 1967 (*Journal Officiel* No. 235, dated September 29, 1967).

The French text of the Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for poultry and poultry meat

THE *Board of Trade Journal* dated September 22 contained an announcement about the common organization of the market for poultry and poultry meat.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 636/67/CEE fixing the export refunds in the poultry meat sector for the period beginning October 1, 1967 (*Journal Officiel* No. 235, dated September 29, 1967).

Regulation No. 653/67/CEE modifies the supplementary amount for certain products in the poultry meat sector (*Journal Officiel* No. 237, dated September 30, 1967).

The French text of these regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated September 29, 1967, contained an announcement about the common organization of the market in the cereals sector.

The text of the following regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 633/67/CEE relates to the determination of export refunds of cereals (*Journal Officiel* No. 233 dated September 28, 1967).

Regulation No. 620/67/CEE concerns an addition to Article 4 of Regulation No. 217/67/CEE (*Board of Trade Journal* dated September 29, 1967) and modifies the annexes of this regulation which

concerns the laying down of the conditions for granting refunds in respect of exports of certain agricultural products to non-member countries in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 234, dated September 28, 1967).

Regulation No. 650/67/CEE fixes the levies applicable to the importation of processed animal feedstuffs with a rice or cereal base (*Journal Officiel* No. 237, dated September 30, 1967).

Regulation No. 651/67/CEE relates to the fixing of refunds applicable to processed feedstuffs with a rice or cereal base (*Journal Officiel* No. 237, dated September 30, 1967).

The text in French of all above Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the regulations will be published by HMSO.

Common organization of the market for sugar and products containing sugar

THE *Board of Trade Journal* dated September 29, 1967, contains an announcement about the common organization of the market for sugar and products containing sugar.

The texts of the following regulations which also affect trade in the sugar sector were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 620/67/CEE concerns an addition to Article 4 of Regulation No. 217/67/CEE (*Board of Trade Journal* dated September 29, 1967) and modifies the annexes of this regulation which concerns the laying down of the conditions for granting refunds in respect of exports of certain agricultural products to non-member countries in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 234, dated September 28, 1967).

Regulation No. 662/67/CEE extends Regulation No. 281/67/CEE (*Board of Trade Journal* dated September 29, 1967) fixing the maximum amounts of restitution for the production of sugar for use in the chemical industry (*Journal Officiel* No. 238, dated October 3, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation will be published by HMSO.

Common organization of the market for rice and rice products

THE *Board of Trade Journals* dated August 25, 1967 (page 488), September 22, 1967 (pages 727-728), and October 6, 1967 (page 862) contained announcements about Decisions and Regulations concerning the common organization of the market for rice and rice products.

The following Regulations which also affect trade in this product have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 620/67/CEE concerns an addition to article 4 of Regulation No. 217/67/CEE (*Board of Trade Journal*) dated September 29, 1967, page 793 and modifies the annexes of this regulation which concerns the laying down of the conditions for granting refunds in respect of exports of certain agricultural products to non-member countries in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 234, dated September, 1967).

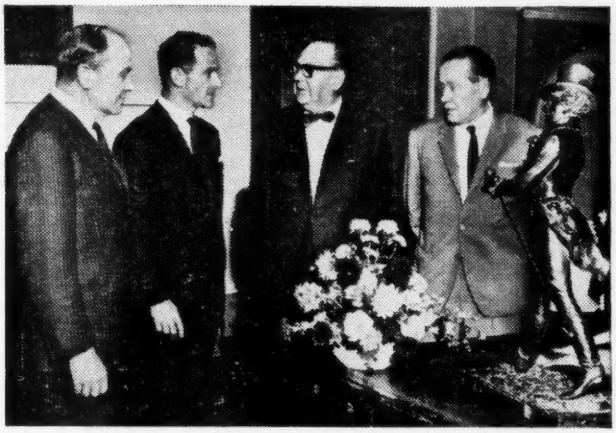
Regulation No. 632/67/CEE relates to transitional measures applicable to broken rice (*Journal Officiel* No. 233, dated September 28, 1967).

Regulation No. 650/67/CEE fixes the levies applicable to the importation of processed animal feedstuffs with a rice or cereal base (*Journal Officiel* No. 237, dated September 30, 1967).

Regulation No. 651/67/CEE relates to the fixing of refunds applicable to processed feedstuffs with a rice or cereal base (*Journal Officiel* No. 237, dated September 30, 1967).

Regulation No. 655/67/CEE fixes the refund for cereals and husked rice exported in the form of goods not covered by Annex II of the Treaty of Rome (*Journal Officiel* No. 237 of September 30, 1967).

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.



A group of senior statesmen from Finland – members of the Finnish state alcohol monopoly – who have been on a fact-finding study tour of Britain, concluded their September visit with lunch at the London offices of John Walker & Sons Ltd. The party was met at London Airport on its return from a tour of distillers in Scotland, by members of Johnnie Walker's Export Department. At 63 St. James's Street they met and lunched with Mr. David C. Kerr, the company's managing director, and other directors. Sales of Johnnie Walker Scotch whisky to Finland have quadrupled in the past 10 years. The picture shows (left to right) Mr. Nestor Kaasalainen, Finland's Minister of Agriculture and the chairman of the Monopoly's Board of Trustees, Mr. David C. Kerr, Mr. K. A. Fagerholm, director-general of the Monopoly and three times Prime Minister of Finland, and Mr. M. Nurmia, assistant director-general.

FEDERAL REPUBLIC OF GERMANY

Draft law on machinery and mechanical equipment

NEW SAFETY REGULATIONS for machinery as well as technical and mechanical equipment are envisaged in a new proposed law before the Bundestag called the 'Draft Law on Machinery and Mechanical Equipment' (Entwurf eines Gesetzes uber technische Arbeitsmittel).

A translation of the current consolidated version published in the German Parliamentary Paper V/834, of July 19, 1966, is available at Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

Admissibility of fertilizer types

'ORDER CONCERNING the Admissibility of Fertilizer Types (Fertilizer Order) (Dungemittelverordnung). Extract from the *Federal Law Gazette* (*Bundesgesetzblatt*), Part I, 1963, pages 805-841, and *Bundesgesetzblatt*, Part I, 1967, pages 498-501, of April 24, 1967.'

A translation of the above-mentioned Fertilizer Order as amended up to the Amending Order No. 4 of April 24, 1967, is available at Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

SPAIN

Duties within quota limits

IN THE *State Gazette* of September 21, the Spanish authorities announced the establishment of a duty-free quota of 8,220 tons for the import of cotton, not carded or combed (Tariff heading 55.01). Imports will be authorized according to the following time-table:

Rest of 1967	328.8 tons
1968	2,630.4 tons
1969	2,630.4 tons
1970	2,630.4 tons
	8,220.0 tons

Suspension of customs duties

IN THE *State Gazette* of September 21, the Spanish authorities announced the extension of the import duty suspension on soya beans (Tariff heading 12.01B3) until October 30, 1967.

Anti-dumping duties

IN THE *State Gazette* of September 25, the Spanish authorities announced the establishment of anti-dumping duties on the following items under Chapter 73 of their customs tariff:

Tariff heading	Description	Duty pesetas per metric ton
73.13 B3c	Iron or steel sheets and plates, galvanized or lead-coated:	
	(a) More than 0·8 mm. in thickness	1,610
	(b) Less than 0·8 mm. in thickness	2,460

Customs tariff

IN THE *State Gazette* of September 25, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and the revised sub-headings and import duties are as follows:

Tariff Heading	Description	Transitory Duty	Home Tax Compensation Levy
84.17E	Medical and surgical sterilizing apparatus:		
1	Steam sterilizing apparatus of external application and sterile water	24%	11%
2	Other	17%	11%
84.45 C3h	Spinning lathes and machines for manufacturing container bottoms:		
1	Weighing not more than 5,000 kg	14%	11%
2	Weighing more than 5,000 kg	5%	11%

In the *State Gazettes* of September 23 and 26, the Spanish authorities published the following corrections to the list of Customs Tariff amendments of August 5, published in the *Board of Trade Journal* of August 25, page 492:

Tariff heading	Description	Definitive Duty	Transitory Duty
03.03B 1	Crayfish	30%	24·5%
27.02A	Lignite	14%	10·5%
		specified minimum of 9 pesetas per 100 kg.	
85.12E	Other electro-thermic domestic appliances	55%	50%
F	Electric heating resistors	Delete amendment	

MOROCCO

Import liberalization

THE FOLLOWING AMENDMENTS have been made to the Lists A and B of the Moroccan import liberalization measures as published in the *Board of Trade Journal* of July 7, 1967 (pages 61-64).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

List A (Goods for which import licences are not required)

Nomenclature	Products
Add:	
05.07.11	Feathers for beds and down.
30.02.00/22	Antisera and vaccines, ferments and similar products.
Chapter 49	Books, brochures and printed matter.
Instead of:	
Chapter 70 (except 70.02.00, 70.03.11/13, 70.05.01/11, 70.06.14, 70.08.11, 70.10)	Glass and articles of glass.
Read:	
Chapter 70 (except 70.02.00, 70.03.11/13, 70.04.12, 70.05.01/11, 70.06.14, 70.08.01/11, 70.10)	Glass and articles of glass.
Delete:	
71.14.11	Other articles of precious metal or rolled precious metal.
71.15.01	Mounts and fasteners incorporating pearls or precious stones.
73.36.21/31	Apparatus for use with gas, including those of the combined type burning gas and liquid fuel.
Instead of:	
84.30 to 84.35	Machinery for the food industry, for making paper and paperboard and for printing.
Read:	
84.30 to 84.35 (except 84.31, 84.33.11, 84.35.03)	Machinery for the food industry, for making paper and paperboard and for printing.
Instead of:	
84.43 to 84.65 (except 84.59.41/43, 84.61.43/44)	Machinery for metallurgy, stone, wood . . . . calculating machines, statistical machines.
Read:	
84.43 to 84.65 (except 84.57.01 to 11, 84.59.01 to 21, 84.59.41/43/44, 84.60.11, 84.61.43/44)	Machinery for metallurgy, stone, wood and plastic working, etc., vending machines; bearings, transmission and coupling pieces; typewriters, calculating machines, statistical machines.
Delete:	
90.26.11	Liquid meters.
Instead of:	
Chapter 98 (except 98.03.11/31, 98.11.01 to 31)	Miscellaneous (buttons, slide fasteners, pens . . . . vacuum flasks, etc.).
Read:	
Chapter 98 (except 98.03.00/11/31/32/33/34, 98.11.01 to 31)	Miscellaneous (buttons, slide fasteners, pens and propelling pencils, pencils, lighters, combs, sprays, vacuum flasks, etc.).

List B (Goods for which import licences are still required)

Nomenclature	Products	1967 Quota (DH '000)
Add:		
15.07.14	Castor-oil (crude)	100
19.03	Macaroni, spaghetti and similar products (only rice vermicelli authorized)	20
Instead of:		
Chapter 30 (except 30.04.11 to 19)	Pharmaceutical products	80,000
Read:		
Chapter 30 (except 30.02.00/22, 30.04.11 to 19)	Pharmaceutical products	80,000
Add:		
48.16.12	Flexible (*pliant*) boxes and bags except those of corrugated or solid paperboard	50
Delete:		
Chapter 49 (except 49.08.11)	Books, brochures and printed matter	10,000
Add:		
55.07/08	Cotton gauze and terry towelling, etc.	50
Instead of:		
70.08.11	Safety glass, laminated	SB
Read:		
70.08.01/11	Safety glass, laminated	SB
Add:		
73.36.21/31	Apparatus for use with gas, including those of the combined type burning gas and liquid fuel and parts	40
84.31, 84.33.11	Machinery for the paper pulp, paper and paperboard industry	SB
84.35.03	Various printing machinery	SB
Instead of:		
84.36 to 84.42, 84.59.41/43	Machinery for extruding man-made textiles . . . . cable making machines	SB
Read:		
84.36 to 84.42, 84.57.01 to 11, 84.59.01 to 21, 84.59.41/43/44, 84.60.11	Machinery for extruding man-made textiles, for processing, spinning, twisting and throwing, etc., weaving machines, knitting machines, machines for making tulle; machinery for hat-making, the textile industry and bleaching; sewing machines; machinery for working hides and skins; rope and cable-making machines; glass and rubber-working machines	SB
Add:		
90.26.11	Liquid meters	50
98.03.00/32/33/34	Fountain pens, stylographs; parts and fittings	100

GHANA

Import licensing

THE FOLLOWING NOTICE was published in the Ghana Commercial and Industrial Bulletin of September 29, 1967:

Notice to Importers No 292

The Controller of Imports and Exports hereby invites applications for import licences from Registered Importers for the importation of the following commodities in 1968:

Description of Commodity	Customs Item No.
(i) Other fish, salted, dried or smoked	031-390
(ii) Vegetable roots and tubers	055
(iii) Fixed vegetable oil and fats	411/422
(iv) Organic and inorganic chemicals	512/514
(v) Essential oil, perfumes and flavour materials	551/553
(vi) Soap and other cleansing preparations	554
(vii) Explosives and pyrotechnical products	571
(viii) Mineral manufactures	663
(ix) Glass, glassware and pottery	664/666
(x) Iron and steel bars	673/674
(xi) Non-ferrous metals	681/689
(xii) Power generating (except electric) machinery	711
(xiii) Office machines	714
(xiv) Machinery for special industries	718
(xv) Fishing vessel	735

All applications must reach the Controller of Imports and Exports, PO. Box M47, Accra, not later than October 31, 1967, under registered cover'.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

PORTUGUESE WEST AFRICA (ANGOLA)

Changes in taxation

THE *Boletim Oficial de Angola*, First Series No. 69, of August 28, 1967, published Diploma Legislativo No. 3754 instituting a new consumption tax, at rates varying for different commodities, with effect from September 1, on a wide range of goods produced in Angola or imported into Angola whatever the country of origin.

The new tax consolidates into one tax two taxes instituted by Diploma Legislativo No. 3230 of March 21, 1962, and Diploma Legislativo No. 3638 of April 30, 1966, which are now cancelled, except for the first part of No. 3230 relating to a different matter.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

NIGERIA

Requisitioning and other powers

DECREE No. 39 of the Nigerian Government makes legal provision for the requisition of private property during times of civil emergency. The powers are retrospective from July 9, 1967. Details of compensation arrangements are also outlined.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

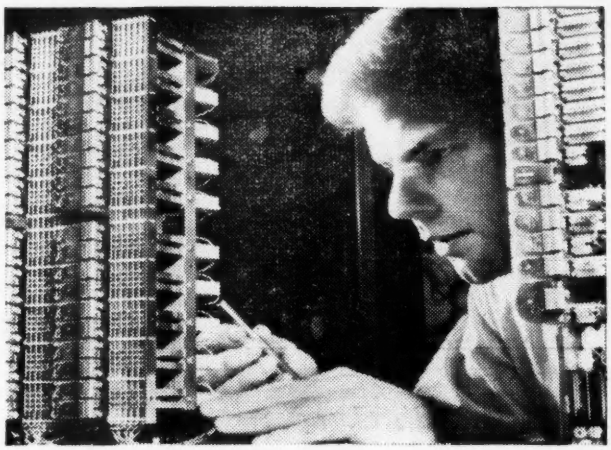
CENTRAL AFRICAN REPUBLIC

Global quotas 1967/68

THE BRITISH EMBASSY in Yaounde, Cameroon, has reported that a ceiling of 1,750 million CFA francs has been fixed on the Central African Republic global quotas for the period June 1, 1967, to May 31, 1968. The quotas that have been announced include:

	Million CFA francs
Printed textile fabrics	325
Unprinted textiles and blankets	50
Tractors	30
Lorries over 3 litres capacity	20

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.



A young engineer at STC's Crossbar Switching Division, East Kilbride, making manufacturing adjustments to crossbar telephone exchange equipment destined for Africa. Earlier this year STC obtained a £286.000 order for this equipment to be installed at four main trunk switching centres in Zambia. The equipment, which has excellent transmission characteristics and high switching speed, will provide Zambia with a fully up-to-date STD system. Final deliveries of the equipment to Zambia are now being made. STC has orders in hand from the British Post Office for crossbar equipment worth nearly £2 million.

RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the customs tariff in Rhodesia despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that, when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Suspension of duties

THE CUSTOMS AND EXCISE (SUSPENSION) (AMENDMENT) Regulations 1967 (No. 6) published as Rhodesia Notice No. 676 on September 8 amends the Customs and Excise (Suspension) Regulations, 1967, to the folowing extent.

	Effective Rate
FIRST SCHEDULE	
By the insertion of the following item:	
Ex 324 (d) Letters, figures or signs photographed on stripping film and designed for the compilation of maps	Free
SECOND SCHEDULE	
By the insertion of the following item:	
188 Artificial resins and plastic material (whether or not compounded with colouring matter or other substances), namely: polymerization and copolymerization products, etc.:	
(a) In powder, granular, lump, flake, pellet and similar primary form	Free

Inquiries relating to the above should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) Amendment (No. 4) Regulations, 1967, published as Malawi Government Notice No. 205 on September 8, amends the Customs and Excise (Suspension) Regulations 1966 to the folowing extent:

(Britain pays the Column 6 rate of duty)

1 BTN. No.	2 Nomenclature	3	4	5 Effective Rates	6
	By the addition of the following goods to the Schedule of Goods:				
73.27.01	All goods in this sub-heading, viz. chain link wire fencing, not plastic coated		15%	10%	10%

Customs tariff changes

MALAWI GOVERNMENT NOTICE No. 206 amends the customs tariff with effect from September 8 to the following extent (Britain pays the column 6 rate of duty):

(a) by the deletion of all the material in Columns 1 to 6 inclusive in respect of all the headings in Chapter 39 immediately after the conclusion of Chapter Note 4 thereof and the substitution therefor of the following:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective Rates	6
(39.01-39.07)					
39.00.01	All goods in this Chapter, n.e.s. .	—	5%	Free	Free
39.00.02	Roofing sheets, ridging, tiles and similar building materials . . .	—	10%	5%	5%
	Bands, film, foil, plates, sheets and strip (whether or not printed or adhesively treated) not being goods of a kind included in sub-heading 39.00.02:				
39.00.12	of a kind, not put up for sale by retail, used for packaging; of a kind used in industry; fumigation sheeting; bookbinders' requisites	—	5%	Free	Free
39.00.13	Other (including furnishing, decorative, ornamental or other domestic goods)	—	30%	30%	20%
	Articles, being containers, (e.g. bags, bottles, boxes) and stoppers, lids, caps, and the like:				
39.07.05	of a kind, not put up for sale, by retail, used for packaging . .	—	5%	Free	Free
39.07.06	other (including carrier bags and domestic storage containers) .	—	30%	30%	20%
39.07.07	Articles of clothing	—	30%	30%	20%
39.07.19	Domestic articles, n.e.s. (including garden hose, ash trays, buckets, kitchen and table utensils) . .	—	30%	30%	20%

(b) by the deletion of all the material in Columns 1 to 6 inclusive in respect of sub-headings Nos. 48.01.98 and 48.01.99 and the substitution therefor of the following:

1	2	3	4	5	6
48.01.96	Put up for sale by retail . . .	—	30%	30%	20%
48.01.97	Other	—	5%	Free	Free

(c) by the deletion of all the material in Columns 1 to 6 inclusive in respect of sub-heading No. 48.15.02 and the substitution therefor of the following:

1	2	3	4	5	6
48.15.03	Gummed strip, wrappers and wrapping paper, paper wool; paper and paperboard of a kind used in industry: not put up for sale by retail	—	5%	Free	Free

(d) by the deletion of all the material in Columns 1 to 6 inclusive in respect of sub-headings Nos. 48.16.01 and 48.16.99 and the substitution therefor of the following:

1	2	3	4	5	6
48.16.02	Single-ply self-opening rectangular base kraft and imitation kraft bags and other utility bags of a kind similarly used for general purposes; carrier bags and the like . .	—	30%	30%	20%
48.16.98	Other	—	5%	Free	Free

(e) by the deletion of all the materials in Columns 1 to 6 inclusive in respect of heading No. (48.19) and subheadings Nos. 48.19.01 and 48.19.99 and the substitution therefore of the following:

1	2	3	4	5	6
48.19	Paper or paperboard labels, whether or not printed or gummed . .	—	15%	10%	10%

(f) In subheading No. 48.21.01 by the deletion in Column 2 thereof of the words 'articles for packaging in industry (e.g. egg trays)' and the substitution therefore of the words 'packaging materials of a kind not put up for sale by retail';

(g) by the deletion of all the materials in Columns 1 to 6 inclusive in respect of heading No. 58.06.01 and the substitution therefor of the following:

1	2	3	4	5	6
56.08.01	Labels; labelling in the piece or in strips	—	5%	Free	Free

(h) by the deletion of all the material in Columns 1 to 6 inclusive in respect of heading No. 73.27 and the substitution therefor of the following:

1	2	3	4	5	6
(73.27)	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire, expanded metal of iron or steel:				
73.27.01	Chain link wire fencing, not plastic coated	—	25%	20%	20%
73.27.99	Other	—	5%	Free	Free

(ij) by the deletion of all the material in Columns 1 to 6 inclusive in respect of subheading No. 76.16.02 and the substitution therefor of the following:

1	2	3	4	5	6
76.16.02	Of a kind specialized for industrial use; machinery parts; collapsible containers of a kind, not put up for sale by retail, used for packaging .	—	5%	Free	Free

(k) by the deletion of all the material in Columns 1 to 6 inclusive in respect of sub-headings No. 85.04.01 and 85.04.99 and the substitution therefor of the following:

1	2	3	4	5	6
85.04.01	Containers, lids, vent plugs, separator plates, and lead grids or plates not pre-packed or prepared with active or inactivated paste and not forming part of an assembly of elements or cells, being parts of lead-acid accumulators; accumulators other than lead-acid accumulators and parts thereof . . .	—	25%	10%	10%
85.04.99	Accumulators and parts (whether or not in assemblies or kit form), n.e.s.	—	35%	20%	20%

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R.1476, published in the Republic of South Africa *Government Gazette* of September 22, amends the Republic's customs tariff as folows:

Tariff Heading	Statistical Unit	Rate of Duty: General	MFN	Preferential
48.01 By the substitution for sub-heading No. 48.01.51 of the following:				
48.01.51 Kraft paper and paperboard, with a basis weight per sq. m. of 150 grm. or more and with a burst factor exceeding 22 .	lb.	5,000c. per 2,000 lb. less 40% of the f.o.b. price with a minimum of 10%		
By the substitution for sub-heading No. 48.01.61 of the following:				
48.01.61 Imitation kraft and semi-chemical paper and paperboard, with a basis weight per sq. m. of 150 grm. or more and with a burst factor exceeding 22 . . .	lb.	5,000c. per 2,000 lb. less 40% of the f.o.b. price with a minimum of 10%		

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 448, published in the South African *Government Gazette* of October 6, contains an application to the Board of Trade and Industries for increase in duty on hooks and bars (tariff heading 83.09) from 20 per cent *ad valorem* to 30 per cent *ad valorem* or 30 cents per gross.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2022/67.

LEBANON

Commercial agents

LEGISLATIVE DECREE NO. 34, which was published in *Official Gazette* No. 64 of August 10 (at which date it came into force) constitutes the new Lebanese legislation concerning commercial representation. Under Article 4 of this Decree, agents are given the right in certain circumstances to claim compensation in the event of dismissal.

Copies of an unofficial English translation of the Decree are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

MALAYSIA

Import restrictions

THE MALAYSIAN GOVERNMENT has issued Notice to Importers – West Malaysia No. 8 of 1967, dated September 21, 1967, which states that with effect from September 14, 1967, the importation of:

(A) Tubes of iron or steel welded:

678 300-1 Less than 6 inches in nominal internal diameter
841 131 Shirts

into the Principal Customs Area of the States of Malaya and into Penang Island from any country is subject to quantitative restriction and specific licensing.

Importers are required to prove their import performance in 1966 within one month of the issue of the notice, and those without such proof will not be allowed to import the above mentioned goods.

Import licences will be issued on a quarterly basis, and will be restricted to quotas for the respective items. The first quarterly period will commence on September 14, 1967, and end on December 14, 1967.

The Customs (Prohibition of Imports) (States of Malaya) (Amendment) (No. 10) Order, 1967, which effected this change in import control was published in the Malaysian *Government Gazette* of September 14, 1967.

(B) Notice to Importers No. 8 of 1967 also states that importation of items under Tariff Code No. 629 115, 'Other covers for pneumatic tyres not elsewhere specified' hitherto admissible by Import Licence from January 31, 1967, in accordance with Notice to Importers No. 1 of 1967, is now subject to quantitative restrictions. Importers are required to give details of imports of this article during the year 1966. The effective period for the quota will be from September 14, 1967, to December 14, 1967.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

(*Continued on next page*)

Are you a business man bound for Australia?

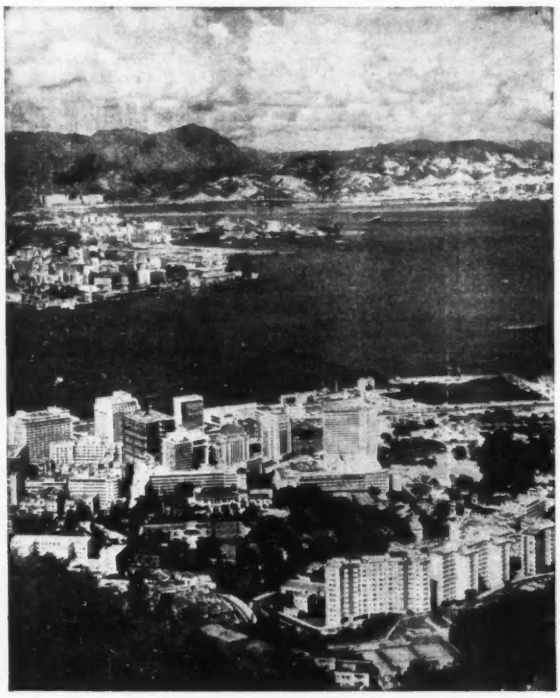
Then get a copy of the "Business Man's Guide to Australia", a new Australia and New Zealand Bank publication, designed specially to fit the pocket and provide just the kind of practical information which experience has shown is invaluable to the busy executive. Information ranges from tipping to rainfall figures, from shopping hours to taxi and drive-yourself rates, together with coloured maps of the main Australian cities.

Australia and New Zealand Bank Limited

A·N·Z

OVER 1,100 BRANCHES AND AGENCIES

Head Office: 71, Cornhill, London E.C.3.
Tel: 01-283 1281



We are there...

HONG KONG *With the Head Offices of The Hongkong and Shanghai Banking Corporation and Mercantile Bank Limited at Queen's Road Central and with 50 Branches throughout the Colony, The Hongkong Bank Group plays an increasingly important role in the business and financial life of Hong Kong.*

THE HONGKONG BANK GROUP

THE HONGKONG AND SHANGHAI BANKING CORPORATION
Head Office: Hong Kong
London Offices: 9 Gracechurch Street EC3
123 Pall Mall SW1

HANG SENG BANK LIMITED Hong Kong

THE HONGKONG AND SHANGHAI BANKING CORPORATION OF CALIFORNIA
Head Office: 180 Sansome Street San Francisco
Chinatown Office: 930 Grant Avenue San Francisco
212 West Seventh Street Los Angeles

MERCANTILE BANK LIMITED
Head Office: Hong Kong
London Offices: 15 Gracechurch Street EC3
123 Pall Mall SW1

THE BRITISH BANK OF THE MIDDLE EAST
Head Office: 7 King William Street London EC4

HONGKONG FINANCE LIMITED
109 Pitt Street Sydney Australia

Branches throughout the Middle and Far East; also in New York, Hamburg and Paris

AUSTRALIA, *continued*

New by-laws

The following goods will be admitted under by-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Medicaments: Carbenoxolone	30.03	Free
Pigments, pearl lustre, containing not less than 25% by weight of lustre producing substances, provided such pigments contain no lead phosphate or bismuth oxyiodide	32.07	Free
Wood preservatives other than preparations in which the essential constituent is: (a) creosote (b) chlorinated phenols (c) sodium salts of chlorinated phenols; or (d) mixtures of (a) and (b)	38.11	Free
Wall coverings, paper backed, in rolls, being wall coverings that, in the opinion of the Minister, are akin to wallpaper	39.02 48.07	Free
Note; The foregoing reference covers: (i) wall coverings, in rolls (not being goods falling within sub-paragraph 39.02.412), consisting of a decorative film of vinyl or vinylidene type resin *firmly* affixed to a layer of paper (ii) wall coverings, in rolls, consisting of either a textile fabric or a plaiting material bound together in parallel strands or woven, firmly affixed to a layer of paper. Notes; (a) the outside face of the paper may be coated with a water soluble paste or uncoated but must *not* be coated with a pressure sensitive adhesive; (b) guide lines and/or margins are not prerequisites; (c) goods with the paper backing loosely affixed are excluded.		
Fabrics, uninked, for use in the manufacture of inked ribbons of the type used in typewriters or other instruments for the reproduction of letters, figures or characters	50.09	Free
Fabrics, of cotton or of silk, uninked, for use in the manufacture of inked ribbons of the type used in typewriters or other machines or instruments for the reproduction of letters, figures or characters	58.05	Free
Tees, black, to which paragraph 73.11.11 applies, but not including tees in the following sizes: 1·5 inches x 1·5 inches x 0·1875 inch, 2·0 inches x 2·0 inches x 0·25 inch, 3·0 inches x 3·0 inches x 0·375 inch, or 4·0 inches x 3·0 inches x 0·375 inch	73.11	Free
Angles, not worked or decorated but not further worked, being angles having a leg of ¼-inch length or less	73.11	Free
Clamps, lifting	84.22	Free
Vibratory massagers of a kind falling within paragraph 90.17.91	90.17.5	Free
Vibratory massagers of a kind falling within paragraph 90.18.91	90.18.1	Free

Period by-laws

The following goods will be admitted under by-law provided they are entered as set out below.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Synthetic organic pigment dyestuffs as specified, and preparations based thereon: C.I. pigment red 11, 31, 37, 44 and 45 that are entered for home consumption on or before December 31, 1967	32.05	Free
Synthetic organic pigment dyestuffs of the following classes, and preparations based thereon: Triarylmethane (other than C.I. pigment blue 24) Xanthene that are entered for home consumption on or before December 31, 1967	32.05	Free
Colour lakes as specified, and preparations based thereon: C.I. pigment red 11,31, 37, 44 and 45 that are entered for home consumption on or before December 31, 1967	32.06	Free
Colour lakes of the following classes, and preparations based thereon: Triarylmethane (other than C.I. pigment blue 24) Xanthene that are entered for home consumption on or before December 31, 1967	32.06	Free
Pigment preparations based on the following pigments: C.I. pigments red 11, 31, 37, 44 and 45 Triarylmethane (other than C.I. pigment blue 24) that are entered for home consumption on or before December 31, 1967	32.09	Free
Polypropylene falling within sub-paragraph 39.02.143, for all purposes other than the manufacture of washing machine agitators and toilet seats, being polypropylene that is entered for home consumption on or before September 30, 1967	39.02	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Wrenches, as follows:		
Adjustable, but not including the following:		
Offset or angle head forged wrenches, of the 'Crescent' kind in sizes 6 inches, 8 inches, 10 inches and 12 inches		
pipe wrenches of the 'Stillson' kind in range of size 9 inches to 37 inches (both inclusive)		
Impact		
Sleeve, watchmakers'	82.03	Free
Goods, to which paragraph 90.17.99 applies, but not including, in addition, the following goods and parts and accessories therefore:		
Specula and spatulas of wood	90.17	Free
Blanks, wood or laminated wood, not further processed than rough turned, for golf club heads	97.06	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Wrappers, cellulose, for use in the packing of Australian footwear	48.01.910 48.01.920	$52 per ton 40% less $4 per ton, or, if lower, $56·33 per ton
Motors, three-phase, commutator kind, variable speed, having a minimum rated horsepower of less than 2, with speed variation between maximum and minimum speeds in the ratio of 2 to 1 or greater. The by-law still applies to these goods provided they are in direct transit to Australia on August 24, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on August 24, 1967, and are entered for home consumption on or before September 22, 1967	85.01.111 85.01.119 85.01.190	20% 27½% 27½% less 0·275% for each h.p. by which the rating of the machine exceeds 550 h.p.
Switches, solenoid, for starting motors, 24 volts or under, of a kind ordinarily used with motor vehicles, but not including solenoid switches under 12 volts of a kind having one winding, a moving contact and two stationary contacts (the function of the switches being to close and open the starting motor circuit only). The by-law still applies to these goods provided they are in direct transit to Australia on September 14, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on September 14, 1967, and are entered for home consumption on or before October 13, 1967	85.19.250 85.19.290	27½% 22½%
Specula and spatulas of wood. The by-law still applies to these goods provided that they are in direct transit to Australia on August 10, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on August 10, 1967, and are entered for home consumption on or before September 8, 1967	90.17.990	27½%

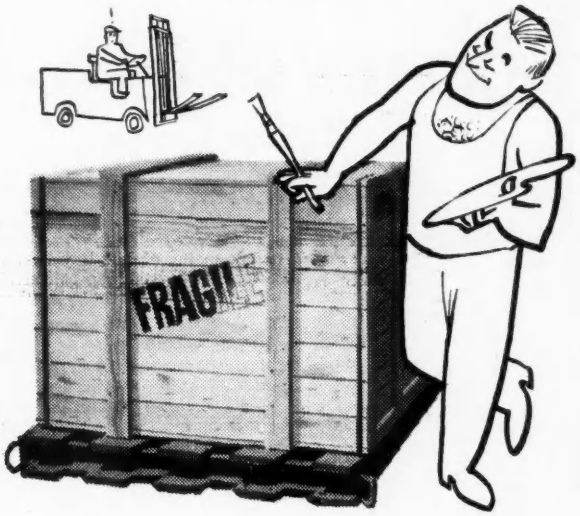
Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Customs Tariff.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Wall coverings, in rolls (not being goods falling within sub-paragraph 39.02.412), consisting of a decorative film of vinyl or vinylidene type resin firmly affixed to a layer of paper	39.02.419	25%
Wall coverings, in rolls, consisting of either a textile fabric or a plaiting material bound together in parallel strands or woven, firmly affixed to a layer of paper Note: In respect of the above the outside face of the paper may be coated with a water soluble paste or uncoated but must not be coated with a pressure sensitive adhesive; guide lines and/or margins are not pre-requisites; goods with the paper backing loosely affixed are excluded.	48.07	Various
Vinyl shelf coverings with self adhesive backings	39.02.441	32½%

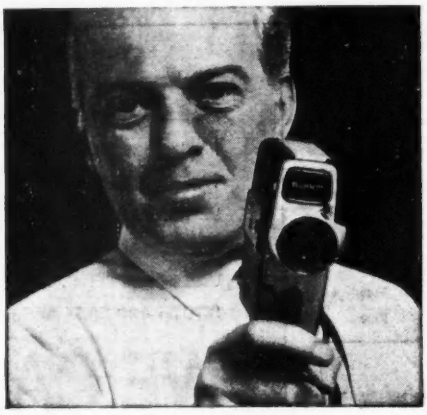
We have been Shipowners for more than a century: we have a fast modern fleet of cargo liners serving
WEST INDIES, GUYANA,
VENEZUELA, COLOMBIA, MEXICO,
GUATEMALA, BRITISH HONDURAS,
U.S. GULF PORTS, and
SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO



Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool, 2, and Fountain House, Fenchurch Street, London, E.C.3.



**This is David Williams.
He imports Japanese cameras.**

In 6 years his business has zoomed from £10,000 to £1,000,000.

That means a whole load of delivery headaches, pilfering, breakages and warehouse rental, doesn't it?

No.

As a matter of fact, David Williams doesn't suffer from any of these problems. But then he does freight his equipment by a rather cunning service.

An Air Canada service. From Japan.

This is not the contradiction it sounds. Vancouver happens to be two sailing days and several hundred dollars nearer Tokyo than any major North American port. So David Williams' photographic equipment goes by sea (10 days) to Vancouver. Thence to London by air. Total combined journey, 12 to 16 days. (By sea all the way, at least 35 days.)

This saving in time is precious if you work on 90-day credit like David Williams. And essential if you have stockists whose bread and butter depends on being first with the new models and fast with the spares.

Time isn't all you save. There's hard cash, for a start. The rates on this route are the lowest available. We've checked them all. What's more, heavy crating isn't necessary. (It used to take five of David Williams' men half a day to unpack the equipment when it arrived by sea—then he had to pay someone to cart the crates away.)

Pilfering is virtually non-existent. (Air Canada's lorry meets the ship at Vancouver. Goods normally clear London Airport in 24 hours.) Breakages are few and far between now, too. (Due partly to Japanese genius for packing and the fact that as Vancouver is the first port of call the cameras are often placed in special compartments so they go in last and come out first.) Then warehouses? Who needs them with a guaranteed delivery service.

Guaranteed? As far as humanly possible. In November, for example, when labour problems caused a hold-up in the sea/air service, Air Canada drove a whole consignment of projectors, destined for the Christmas trade, across the continent to Montreal in a fleet of lorries. Then London was fog-bound so the whole operation was repeated from Prestwick to meet the deadline. We hasten to add that such acts of God and men aren't usual. The care Air Canada takes to deliver the goods is.

AIR CANADA

39 Dover Street, London W.1. 01-629 8292.
And offices in Glasgow, Shannon, Birmingham, Manchester, Leeds, Paris, Frankfurt, Zurich, Vienna, Copenhagen and Moscow.

Application of new code on anti-dumping

THE HONOURABLE MITCHELL SHARP, the Canadian Minister of Finance, has announced the formation of a special committee to receive views and representations as to how the international convention on the application of anti-dumping duties ('Agreement on Implementation of Article VI of the General Agreement on Tariffs and Trade'), accepted by Canada as part of the 'Kennedy Round' of trade negotiations, should be translated into Canadian law.

The anti-dumping convention is to be implemented no later than July 1, 1968 by the countries which have accepted it. It is apparent that some revisions in the present Canadian Customs Tariff and in the Canadian Customs Act will be required in order that Canada may give effect to the convention. The committee's assignment is to receive representations as to what changes in Canadian law and practice are required because of Canadian adherence to this agreement.

Mr. Sharp announced that Mr. G. H. Glass, first vice-chairman of the Tariff Board, will be the chairman of the committee. The other members of the committee will be senior officers of the Departments of Finance, National Revenue, Industry, Trade and Commerce, and other departments as appropriate

The secretary of the committee will be Mr. W. R. Hines, of the Department of Finance.

Submissions would be welcomed, Mr. Sharp said, from or on behalf of Canadian industries, individual firms and associations, and exporters in other countries. Interested parties are invited to present written briefs (at least six copies are required) and may supplement their written comments by an appearance before the committee. All information provided to the committee and all views expressed will be considered confidential by the committee unless made public by those submitting them. Briefs should be submitted at an early date, in order that the commitee may give full consideration to them.

Arrangements for appearances before the committee, as requested, will be made only after receipt of the brief on which they are based. It is expected that the committee will be prepared to receive such oral representations as from about the middle of October.

All communications to the committee should be sent to Mr. W. R. Hines, Department of Finance, Room 416, Confederation Building, Wellington Street, Ottawa.

It is suggested that any firm contemplating making representations to the committee should first get in touch with the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629).

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian Customs Rulings.

Of a 'class or kind made in Canada':

Liquid nitrous oxide.

(Ruling effective October 30, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D.51-33-3 dated September 28, 1967.

Of a 'class or kind made in Canada':

Electric industrial trucks of the rider type battery powered commonly known as 'fork-lift' or 'lift' trucks for the movement of goods having rated lifting capacities when equipped with forks from 2,000 lbs. to 7,000 lbs. inclusive at a load centre of 20 – 4 inches from the face of the forks.

(Ruling effective October 30, 1967).

Note:

The following information is to be shown on the Customs invoices:

(i) Description of industrial trucks:
- (a) Name
- (b) Kind of power
- (c) Model
- (d) Serial number

(ii) Manufacturer's rated lifting capacity and load centre at which rated.

The above information is contained in Canadian Department of National Revenue/Memorandum D.51-21-2, dated September 28, 1967.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 783 *of the* Board of Trade Journal *of September* 29.

Canada -An expanding market

British goods and British businessmen are welcome in Canada but the wise exporter will realise that he must have the benefit of expert local knowledge before embarking upon competitive selling. This is where we can help. Our Business Development Department at the Main London Office knows the facts, has the figures and will be glad to assist you.

Bank of Montreal

CANADA'S FIRST BANK
Covers Canada Spans the World

Main London Office:
47 Threadneedle Street · EC2
Telephone: 01-588 1561

West End Office:
9 Waterloo Place · Pall Mall · SW1
Telephone: 01-930 3081

Over 1,000 Offices across Canada and Abroad

CANADA'S FIRST BANK · 1817 1967 · 150TH ANNIVERSARY

The GOODS CONTROL OFFICE OF BUCHAREST

carries out on request quality and quantity control of export, import and transit goods, supervises loading, stowing, etc.

At customers' request, the Goods Control Office of Bucharest handles chemicals, oil products, foodstuffs, machinery and equipment, agricultural products and meat, wooden products and furniture:

★ quality control, piece by piece or by sampling;

★ quantity control, sizes and specifications, total or by sampling;

★ perishable goods control;

★ sampling;

★ selecting, taring, equalizing of goods; loading; stacking and stowing into freight cars, on board ship and in storehouses;

★ laboratory analyses;

★ control of transport facilities;

★ special service: tallying, gauging and sanitary control of ships at shipowners' request in the ports of Constantza (Black Sea), Galatz and Braila (Danube).

With its agencies and fixed control points located in important production centres, at frontier points and in ports, as well as through its up-to-date laboratories, the Goods Control Office of Bucharest is in a position to carry out competent, objective control within the time required.

The Goods Control Office of Bucharest issues inspection certificates for the control performed.

The Goods Control Office's services may be hired by permanent contracts or by single control orders transmitted by mail, cable or telex.

Remember :

THE GOODS CONTROL OFFICE

22, N. Balcescu Blvd., Bucharest—Romania

International Telephone: 86. Telex: 011355. Cables: OCEME—Bucharest

For further information apply to the Romanian Commercial Office, 26 Cadogan Square, London, S.W.1.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE Trinidad and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Filament bulbs for electric lighting.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following product should be declared an 'approved product' for the purposes of the above law:

Ethylene dichloride.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacture' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the addition of the following sub-paragraph to item 64 (Machinery and equipment):

'(xiv) All types of machines incorporating a device for calculating or recording money transactions, or which are activated by the insertion of money N.O.P.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ST. VINCENT

Importation of certain foodstuffs

THE BOARD OF TRADE have been advised that under the Import (Fresh Fish, Eggs and Chicken Carcasses) Regulations, 1967, and the Importation of Goods Regulations, 1967, the importation into St. Vincent of:

(a) fresh fish, chicken eggs, or the whole carcass or parts of any chicken, and

(b) starches of all kinds (not including foodstuffs containing starches); peanuts (including canned and bottled peanuts); cornmeal; peas; cabbage; carrots; pepper-sauce and ice cream.

has been prohibited except under the authority of a licence granted by the St. Vincent Controller of Supplies.

The Import (Fresh Fish, Eggs and Chicken Carcasses) Regulations, 1965 (see *Board of Trade Journal* of October 15, 1965, page 933) have been revoked.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 555, Ext. 471).

BARBADOS

Customs tariff changes

THE BOARD OF TRADE have received copies of Orders which provide for the amendment of the Barbados Customs Tariff as follows:

1. First Schedule – Part I – Import Duties

by the deletion of items 841.129 and 841.446 and the substitution of the following:

E.C. $1·00 = £1 stg.

	Class or description of goods	Unit		Rate of Duty	
		For Classification	For Duty	Preferential	General
841.125	Blouses for women and girls of a c.i.f. value not exceeding $12.00 per dozen . .	No.	Value	17%	27%
841.126	Blouses for women and girls of a c.i.f. value exceeding $12.00 per dozen . . .	No.	Value	17% plus surcharge of E.C. $5·00 per doz.	27% plus surcharge of E.C. $5.00 per doz.
841.129	Outer garments for women and girls (e.g., coats, skirts, school uniforms), n.e.s.	No.	Value	25%	35%
841.446	Outer garments for women and girls (e.g. coats, skirts, uniforms, etc.) (except blouses), n.e.s. .	No.	Value	10%	20%
841.46	Blouses – knitted or crocheted, not rubberized.				
841.461	Blouses, knitted of a c.i.f. value not exceeding $12.00 per doz. . . .	No.	Value	17%	27%
841.462	Blouses knitted of a c.i.f. value exceeding	No.	Value	17% plus surcharge of E.C. $5·00 per doz.	27% plus surcharge of E.C. $5·00 per doz.

2. First Schedule – Part III – Table of Exemptions from Import Duty

(a) by the deletion of item 179 and the substitution therefor of the following:

Trailers for transporting crawler tractors and machinery for use in sugar industry.	179. Trailers imported into the island to be used exclusively for transporting crawler tractors and machinery for use in the sugar industry, on the certificate to that effect of the owner, manager, attorney, or in the case of a company, the secretary or manager, of the plantation, factory or sugar company for which such trailers are imported. Any trailer imported free of import duty pursuant to this paragraph shall not, within 10 years from the date of importation, be sold for the purpose of being put to any other use than the transportation of crawler tractors or machinery for use in the sugar industry.

(b) by the insertion of 'blouses' in item 49 (cloth imported for use in the manufacture of certain garments).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

f.o.b is short for a dirty word in Britain's export markets

CONTAINERWAY AND ROADFERRY LIMITED
are helping to remove it!

Containerway and Roadferry are helping to move even language barriers for Britain's exporters. Their extensive freighting network throughout continental Europe, and their command of local conditions, is speeding the transit of goods by eliminating documentation snarl-ups, customs delays. At the same time, their door-to-door rate structure is enabling exporters to challenge local competition on a delivered price basis. That dirty word 'f.o.b.', and even dirtier one 'ex-works' is disappearing from export tenders . . . Proof of Britain's growing competitive spirit . . . and of the help being given by C and R. Containerway and Roadferry Limited are Britain's specialists in all aspects of international freighting. Put them to the test with your next export consignment.

C R INTERNATIONAL FREIGHTING IS THEIR BUSINESS

Head Office: Tower Bridge House, Tower Bridge Road, London S.E.1. HOP 4533.

Branches at Ardrossan, Belfast, Birmingham, Bristol, Felixstowe, Glasgow, Hull, Immingham, Larne, Leeds, Leicester, London, Manchester, Newport (Mon.), Preston, Tilbury.

Networked in Northern and Southern Ireland, Belgium, France, Germany, Holland, Sweden and beyond.

UNITED STATES

Investigation—stainless-steel table flatware

NOTICE was given in the *Board of Trade Journal* dated March 3, 1967, of an investigation by the United States Tariff Commission into the probable economic effect on the United States domestic industry of the automatic termination of the increased tariffs on stainless-steel table flatware.

The Tariff Commission has now reported its findings to the President, and two of the three commissioners who made statements have advised that restoration of the normal rates of duty on stainless-steel table flatware is likely to cause serious harm to the domestic industry concerned.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2397).

CHILE

Modifications to permitted import list

THE FOLLOWING modifications have recently been made to the Chilean Permitted Import List:

Page	Chapter	Item	Percentage of prior deposit
71	48	[Alter the Chapter number (top right-hand corner) to read – Chapter 48.]	
74	48	Insert new items:	
		Highly absorbent Kraft pulp corestock paper, containing no agglutinating substance of any kind; natural colour; not impressed; 0·011 to 0·013 in. thick, weighing between 150 and 170 grammes per sq. metre for making formalite	50
		Highly absorbent alpha cellulose overlay paper, containing no agglutinating substance of any kind, resisting 150-160°C without turning yellow; 0·003 to 0·008 in. thick; weighing 30 to 60 grammes per sq. metre, containing a maximum of 5 per cent. ash, for making formalite	50
		Refined alpha cellulose absorbent pattern paper, impressed or not, containing a minimum of 5 per cent. titanium dioxide, resisting light and 160°C temperature without changing colour; 0·009 to 0·015 in. thick; weighing between 130 and 190 grammes per sq. metre, for making formalite.	50
82	58	Erase the phrase: 'No items appear . . . .'	
		Insert item:	
		66-weave nylon, with 210/1 thread, in rolls 250 yards long and 3·25 in. wide and 0·013 in. thick for making V-belts	50
84	59	Insert new item:	
		2,200 to 3,600 denier rayon cords, 3- or 5-ply, with or without impregnation and cementation; breaking tension between 75 and 185 lbs. for making V-belts	50
103	74	Replace the items 'Binary copper mixtures . . .' and 'Copper alloys . . .' by:	
		Copper alloys and cupro-alloys for deoxidizing, desulphuring and other similar processes in metallurgy, except cupro-nickel, cupro-manganese and cupro-silicon	0
148	85	Insert new item:	
		Zinc containers for making dry-cell batteries	20
160	87	Eliminate the item 'Complete taxibuses weighing . . .'	
164	90	Insert new item:	
		Microfilm equipment and accessories and spare parts therefor	10,000
171	92	Insert new item:	
		Gramophone records	100

Payment terms for imports

BY A RESOLUTION adopted by the Executive Committee of the Central Bank at its session No. 494 of September 12, limits on CAD payments in respect of deferred payment transactions were cancelled. These were 10 per cent of the f.o.b. price plus the difference between f.o.b. and c.i.f., or 20 per cent of the c.i.f. value.

Modifications to the import list

HM EMBASSY, Santiago, report that the following modifications were recently made to the Permitted Import List:

Page	Chapter	Item	Percentage of prior deposit
22	23	Insert new item:	
		Sunflower oilcake flour	10,000
64	40	Insert new item:	
		Vulcanizing dispersions and solutions	10
64	40	Replace the item 'Tyres reinforced with wire mesh' by:	
		Tyres and inner tubes for aircraft (aerodinos) and tractors, and those larger than 14 by 24 in. for any use	0
65	40	Replace the first 5 items by:	
		Tyres and inner tubes other than the foregoing	100
78	51	Insert new item:	
		Continuous polyester monofilaments; 0·50 to 1·05 mm. in diameter; stretching tolerance 30 to 33%; specific gravity 1·38; melting point 257°C; for making teeth mounted on tape for plastic zip fasteners	100
113	82	Replace the item 'Double-edged saw blades . . . .' by:	
		Carbon or tungsten steel hacksaw blades, minimum $\frac{2}{3}$ in. wide	200 (valid until December 31, 1968)
149	85	Analogic telewriting equipment	10,000
		Transfer from page 149 (Chapter 85) to page 132 (Chapter 84) the item 'Machinery and equipment for making, refining and hydrogenating edible oils.'	0

URUGUAY

Aforos

HM EMBASSY, Montevideo, report that under the terms of Government Decree No. 624/967 of September 19, 1967, until the total value of goods in Customs House is determined, the officially assessed values (aforos) established in the General Import Tariff and Raw Materials Tariff is to be increased by 100 per cent. The same increase will apply to all other differential tariffs to the extent that treaties and agreements in force allow, but will not apply to assessment values in the Raw Materials Tariff which have been established or annulled as from October 18, 1965.

PARAGUAY

Exchange surcharge

HM EMBASSY Asuncion report that by Decree No. 28.883 of September 6, 1967, the exchange surcharge on imports of agricultural tractors has been abolished.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1; or through any bookseller

© Crown Copyright 1967

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. 01-248 3718).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

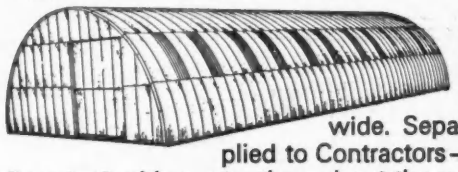
Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

NEW ALL STEEL "SUPER ROMNEY" TYPE BUILDINGS



35ft. span. 17ft. 6ins. high to centre. Any length in multiples of 8ft. Large sliding doors 12ft. high x 10ft. 8ins. wide. Separate access doors. As supplied to Contractors – Government Departments – Port Authorities – etc. throughout the world.

Also available. Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD. 204 Wolverhampton Street, Bilston, Staffs.
'Phone: Bilston 41689, 42448

'ARDUA' Brushes

WHOLESALE & EXPORT SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC, SCRATCH, ROTARY

William Turner & Co. (Brushes) Ltd.
(Est. 1890)
Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

ULTRA-RAPID TRANSLATIONS into/out of DUTCH, FRENCH, GERMAN, SPANISH: also out of ITALIAN, PORTUGUESE, CZECH, PHILANTHIA TRANSLATIONS, 69 Colindeep Lane, N.W.9. 01-205 4985.

HARTLEPOOL IS ON THE BALL. See Exhibition Stand No. 9 in the R.H.S. New Hall, S.W.1 from Tuesday, October 17.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308-5960.

GERMAN TRADE? Commercially inexperienced ex-industrial manager/officer, 33, some German, type, drive, seeks opportunity/training in any department of S.E. firm with German connections. Box M11323.

INTERNATIONAL AGENCIES, GRENADA – Manufacturers' Representatives and Commission Agents, Travel, Shipping and Insurance Agents, seek business from England. Write St. Pauls, P.O., St. George's, Grenada, West Indies.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	22 Sept. 1967
Aircraft noise at Heathrow Airport (Q)	9 June 1967
Mileage and traffic (M)	6 Oct. 1967
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	11 Aug. 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	23 June 1967
Catering trades turnover (M)	This week
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	11 Aug. 1967
New companies registered:	
Gt. Britain (M)	29 Sept. 1967
N. Ireland (M)	6 Oct. 1967
Construction work overseas (A)	This week
Credit:	
Instalment credit business (M)	7 July 1967
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Sept. 1967
Production, exports and orders (M)	25 Aug. 1967
ECGD business (Q)	8 Sept. 1967
Film industry:	
British Film Fund Agency returns (M)	29 Sept. 1967
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	This week
Footwear industry orders (M)	This week
Foreign trade:	
Commonwealth trade (A)	7 July 1967
Sterling area trade summary (Q)	18 Aug. 1967
Trend in exports of manufacturers (A)	18 Nov. 1966
World trade and production (Q)	1 Sept. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	6 Oct. 1967
Value of overseas trade (M)	22 Sept. 1967
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	15 Sept. 1967
Hire-purchase:	
Assets and liabilities of HP companies (Q)	18 Aug. 1967
Business (M)	6 Oct. 1967
Industrial building provisional figures (Q)	28 July 1967
Industrial production:	
Index nos. (M)	29 Sept. 1967
N. Ireland index (M)	29 Sept. 1967
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	8 Sept. 1967
Investment and earnings overseas (A)	30 June 1967
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	22 Sept. 1967
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	6 Oct. 1967
Deliveries (Q)	4 Aug. 1967
Production (M)	6 Oct. 1967
Motor industry:	
Car and commercial vehicle production (M)	29 Sept. 1967
Motor trades turnover (M)	29 Sept. 1967
Nationalized industries overdrafts (M)	6 Oct. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	1 Sept. 1967
Retail prices index (M)	29 Sept. 1967
Retail trade:	
Index nos. (M)	6 Oct. 1967
N. Ireland index (M)	22 Sept. 1967
Royalty transactions (A)	21 July 1967
Shipping movement at UK ports (M)	This week
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	6 Oct. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	22 Sept. 1967
Cotton production (M)	22 Sept. 1967
Wholesale houses sales (M)	15 Sept. 1967
Wool exports (Q)	25 Aug. 1967
Wool output (M)	22 Sept. 1967
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

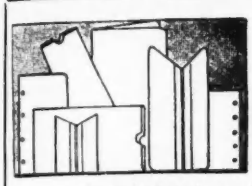
Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	1 Sept. 1967
Director of Board of Trade departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receiver's Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3682.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

DAMON
CONTAINERS
REGD.

Industrial Fibreboard Containers for Materials Handling, Storage, etc.
Products of

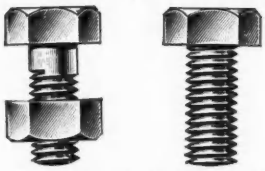
NOMAD BOX CO. LTD.
Rockingham Road,
Market Harborough 3114.

MULTICO

WOODWORKING MACHINES
Sawbenches · Planers · Mortisers
Thicknessing Machines · Crosscut Saws
proved by test the best for the
Building Industry · Education and Local Authorities · Carpenters · Joiners

Multico Woodworking Machinery Sales Ltd.
Sales Division of Kirie Engineering Co. Ltd. (manufacturers)
Salfords Redhill Surrey England
Tel. Horley 2444-6 Grams 'Multico Redhill'

Bolts and nuts, screws, rivets, studs, studding, washers
All sizes and types in any material



Abis & Co (Birmingham) Ltd
Dennis Road, Sparkbrook,
Birmingham, 12
Telephone: South 3781 (6 lines)
Trunk Dial, 021-449 3781

Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers, Prototype work
Forming, dishing, louvring, nibbling, slotting and flanging
8' press brake capacity. Site welding

C. E. Turner (Engineers) Ltd
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place,
Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

FAG

FOUNDERS OF THE BEARING INDUSTRY

FAG BEARING COMPANY LTD.
Wombourne, Wolverhampton.
Phone: Wombourne 4114 Telex: 33214.

All Progressive Packers use MARKWELL

Self-Inking 'Stencillator' Brushes for speed, ease, neatness. Marks commercial consignments indelibly. Satisfaction Assured. Once tried - Always applied. Complete 1½" dia. Brush Outfit 195/-. 1" dia. Brush 190/-. Send Cash to-day: delivery right away.

Markwell Products Ltd
137 JUNCTION ROAD, LONDON N19 01-272 4338

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

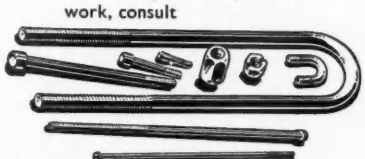
General sheet metal workers
metal polishers to the trade
Cutting capacity 10' x ¼"
Brake Press 10' x ¼"

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road,
Barking, Essex
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

STEELTUBE
Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.
Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON

For long components
Through bolts, spring centre bolts, U bolts & general repetition work, consult



The Cossentine Bolt & Engineering Co. Ltd
The Platt, Putney, SW15
Telephone: PUTney 7121.
Grams: Cossentine Put. London.

BEST BUY

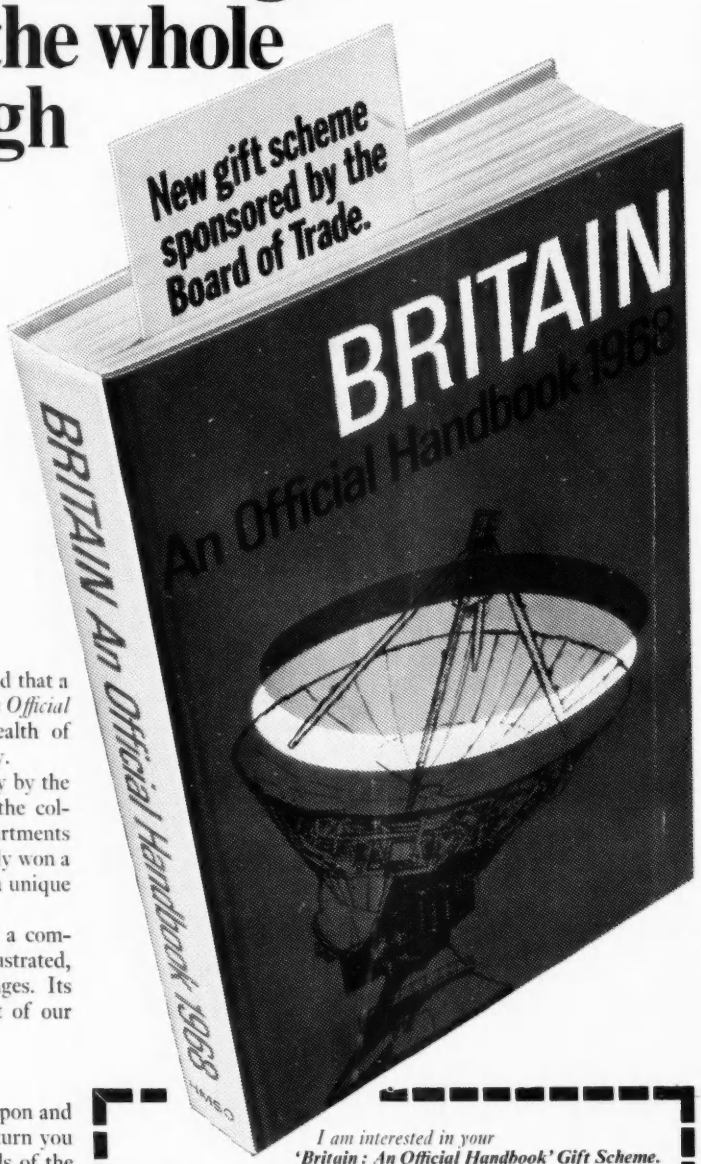
Briton

BRUSHES

for all decorating, domestic and industrial needs

BRITON BRUSH CO. LTD.
WYMONDHAM · NORFOLK · ENGLAND

Send your overseas business friends a gift that lasts the whole year through


New gift scheme sponsored by the Board of Trade.
BRITAIN
An Official Handbook 1968
BRITAIN An Official Handbook 1968
H.M.S.O.

YOUR BUSINESS friends overseas will find that a gift of the 1968 edition of *Britain : An Official Handbook* provides them with a wealth of information about the Britain of today.

The Handbook is prepared annually by the Central Office of Information with the collaboration of other Government departments and national agencies and it has already won a high reputation all over the world as a unique work of reference.

Handsomely bound in cloth, with a comprehensive index and magnificently illustrated, the Handbook runs to over 500 pages. Its 19 chapters range over every aspect of our national life.

Greetings cards, too.

All you have to do is fill in this coupon and send it to the Board of Trade. In return you will receive a leaflet giving full details of the scheme and an order form. When you have sent in your order, you will receive attractive greetings cards with envelopes to despatch to your overseas customers. The cards will inform them that you have arranged for a gift of the Handbook to reach them early in the New Year. On publication day, the Handbook will be sent direct to your customers by H.M.S.O.

The cost is £2 for each copy of the Handbook ordered, including its postage overseas and your greetings card and envelope.

I am interested in your
'Britain : An Official Handbook' Gift Scheme.
Please send me the leaflet giving full details and order form.

NAME .....
(BLOCK CAPITALS PLEASE)

ADDRESS .....

.....

.....

G.S.18.

Post this coupon to U.K. Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.